

# The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, OCTOBER 16, 1930

## KANSAS AND NEBRASKA AGENTS CONVENTION INSERTS

### *The* Outstanding Agent

**H**E LOOMS up head and shoulders out of the ruck—an insurance expert, not a "policy peddler." Planning his campaigns like a successful general, he builds the groundwork of his sales before he leaves his office.

Much of the time that others spend dreaming, or going aimlessly from door to door, or being a "curbstone" agent, he devotes to intelligent systematization. He keeps at his fingertips the vital statistics, and studies ways and means of presenting his knowledge where it will do the most good—to his client and to himself.

When he does make a call, he means business.

This is the type of the agent in whom this company reposes the utmost confidence. He helps to build our business and his own.

**LIVERPOOL**  
AND **LONDON**  
AND **GLOBE**  
Insurance Co., Ltd.

Executive Offices: 1 Pershing Sq.,  
Park Ave. at 42nd St., N. Y. C.

THE NATIONAL INSTITUTION WITH  
A WORLD WIDE BACKGROUND





## HELP - YES! BUT NO PREACHING!

Since the first issue of the "Messenger" many helpful articles have appeared in its pages, but pep and sunshine stories of the cheer leader variety have been carefully avoided. "Help, yes; harangues, never" is a leading part of the Messenger's editorial policy

*May we send you a sample copy?*

THE AETNA FIRE GROUP

AETNA INSURANCE COMPANY

THE CENTURY INDEMNITY CO.

THE WORLD FIRE AND MARINE INSURANCE COMPANY

HARTFORD, CONNECTICUT

PIEDMONT FIRE INSURANCE COMPANY - CHARLOTTE, N. C.

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In one room alone, he found values almost equal to his total insurance! Year after year, people add to their possessions - yet often fail to increase their insurance. Check up with your clients to see if they are carrying sufficient insurance on the contents of their homes.

## The AMERICA FORE GROUP of Insurance Companies

THE CONTINENTAL INSURANCE COMPANY FIDELITY-PHENIX FIRE INSURANCE COMPANY NIAGARA FIRE INSURANCE COMPANY  
AMERICAN EAGLE FIRE INSURANCE COMPANY FIRST AMERICAN FIRE INSURANCE COMPANY MARYLAND INSURANCE COMPANY OF DELAWARE

*Eighty Maiden Lane,*

ERNEST STURM, Chairman of the Boards  
PAUL L. HAID, President

*New York, N.Y.*

THE FIDELITY AND CASUALTY COMPANY

ERNEST STURM, Chairman of the Board  
WADE FETZER, President

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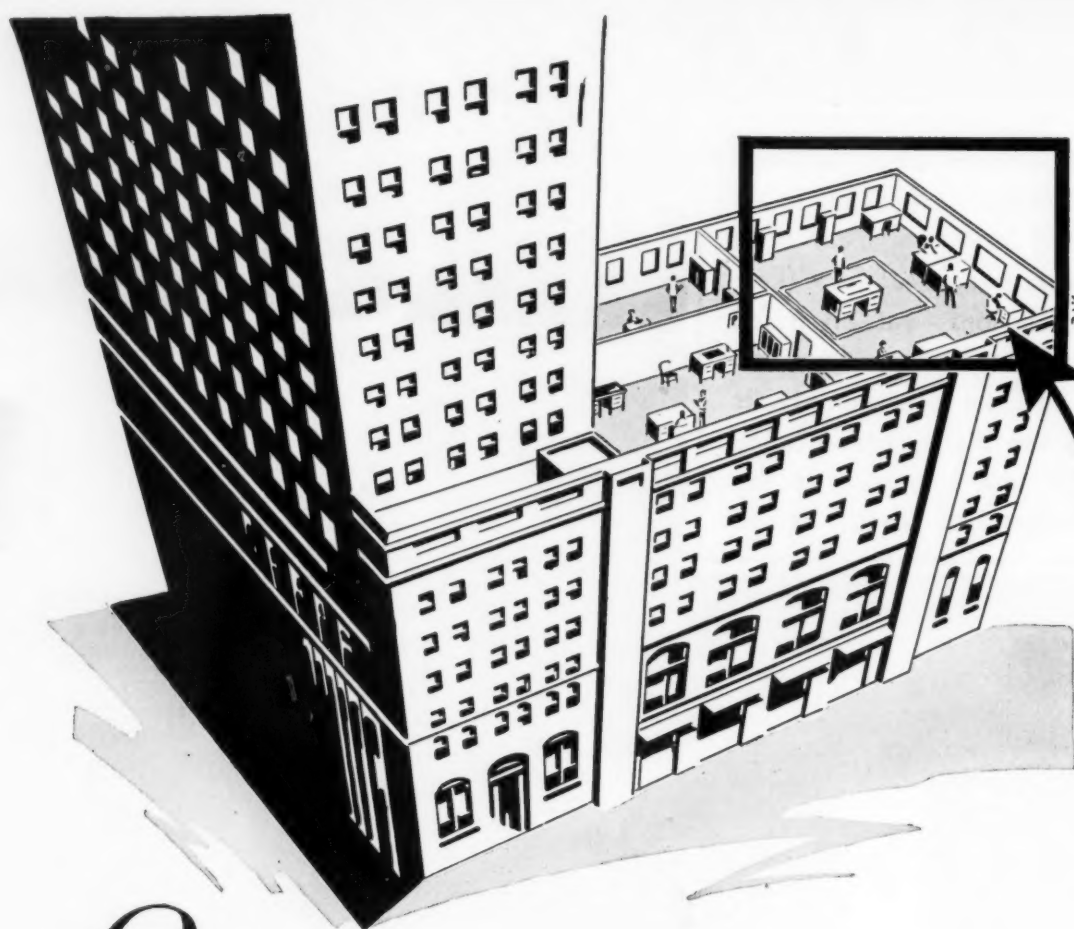
SAN FRANCISCO

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*You* wouldn't for a moment think of carrying fire insurance on only *this much* of your property--Why guess which employees should be bonded and in what amounts the bonds should be written--

That point has helped convince many employers of the advantages of carrying HARTFORD COMMERCIAL BLANKET BONDS written by the Hartford Accident and Indemnity Company.

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# The National Underwriter

Thirty-Fourth Year No. 42

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, OCTOBER 16, 1930

\$4.00 Per Year, 20 Cents a Copy

## Scores Politics in Public Risks

Report Indorses Division of Business Through Conference of All Agents

### INFLUENCE COUNTS NOW

Syracuse University, Municipal Bureau in Joint Report on New York Conditions

NEW YORK, Oct. 15.—Underwriters will be interested in the result of a recently completed survey conducted jointly by the New York State Bureau of Municipal Information and the school of citizenship and public affairs of Syracuse University, into the practices of 47 cities and villages of New York in the placing of their municipal insurance.

The lines of indemnity dealt with are fire, workmen's compensation, liability, property damage and burglary and theft. As the extent of fire insurance upon public school buildings is usually determined by school boards, this class of risks was excluded from the survey. According to the findings of the investigators, "practically all cities and villages of the first class in the commonwealth, carry fire insurance; the exceptions being Albany, Troy and New York City.

#### Coverage Varies Widely

The percentage of indemnity carried by the different communities differs widely. Many carry complete coverage on all property, others insuring to 80 per cent of value, and from this group the range is down to 3.5 percent which is the amount decided on for Rochester. "Of the 47 municipalities from which we have been able to obtain information, 35 carry insurance on fire houses, the remainder concluding it is not a profitable practice," the report states. Many cities carry insurance on their large risks and self-insure for the smaller risks, such as pavilions, garages, stands, etc. It would be a conservative estimate to say that approximately 45 percent of the value of municipal property in New York is covered by fire insurance."

#### Estimate of Total Premiums

From returns received from 42 communities it is estimated the total premiums paid by all municipalities for their fire insurance during the past ten years, approached \$1,600,000, on a building valuation of \$130,000,000.

Regarding the method of awarding insurance upon public properties the report states in part: "Were bids asked for, every company would present rates identically the same, as they would all have been made by the one rating organization serving the particular territory. The financial soundness of the companies cannot be used as a basis because there are any number of old line companies whose financial stability is above question. Neither can a municipality decide on a basis of difference in

## Joint Committee on U. & O. to Meet in New York Soon

### RULES REVISION ON AGENDA

Greater Uniformity To Be Sought By Western Actuarial Bureau, S.E.U.A. and E.U.A.

A meeting in New York of the joint committee on use and occupancy to consider revision of U & O rules has been called for a date in the near future.

The committee consists of representatives from the Western Actuarial Bureau, the Southeastern Underwriters Association and the Eastern Underwriters Association. The last meeting of the committee was held a year ago last May. The principal task of the joint committee is declared to be attainment of greater uniformity in rules in the three jurisdictions to be represented. At present there are a number of differences between the east and the west, particularly in the coinsurance form.

One of the differences, which is more nominal than real, is the fact that in the east insurance under item No. 2 cannot be written alone, whereas in the west this can be done. Item No. 2 covers the entire ordinary payroll of the assured for 90 days. It is said that although item No. 2 can be written alone in the west, this is rarely done.

One proposal to which the joint committee will give consideration is for the division of U & O rules into three sections. The first section would cover general rules while the second would cover the major portion of each form and such necessary endorsements or clauses as are required for special privileges. All information regarding rates would be covered under the third section.

services rendered by the companies, as there is no perceptible difference.

"At the present time there is no generally accepted satisfactory method of awarding insurance business. Several purely arbitrary schemes have been developed, based on the percent of local business done by each company, or based on taxes paid to the city by different agencies or some other similar formula. As a general rule insurance is awarded purely on a basis of 'influence.' The 'faithful' are rewarded with a lion's share of the business while the others can only join the opposition political party and await their chances after the next election.

"In some cities of the country the method used in awarding insurance has become an open scandal and mayors and city officials have been haled into court on charges of receiving personal profit as a result of insurance awards. This lack of any scientific method of contracting for insurance has led to an over-insurance evil in some instances.

#### Over-Insurance Evil

"Insurance is likely to be carried on all kinds of risks without regard to necessity for it. This practice applies to other kinds of insurance also and leads to such cases as police stations being covered for theft and burglary, and auto liability on stationary concrete mixers.

(CONTINUED ON PAGE 41)

## Stand Pat on Separation of General and Local Agencies

### MOUNTAIN RULE IS RETAINED

Wilbur Reports Preponderance of Opinion in Favor of New Provision at Colorado Springs

DENVER, Oct. 15.—The supervisory committee of the Rocky Mountain Fire Underwriters Association at its Colorado Springs meeting last week decided to "stand pat" on its rule to enforce separation of general agencies from locals, adopted at a meeting here last spring. Any general agency not complying with the rule by March 1, 1931, will be terminated then.

President J. R. Wilbur, Chicago, chairman of the committee, said that letters inviting opinions on the issue had been sent out some time ago. The replies, he said, indicated a preponderance of opinion in favor of the new provision, leading the committee to abide by its earlier action. Although much discussion was given over to the subject, no official action was taken. This rule will affect a number of general agents in Denver doing a local business, prominent among them being Standart & Main, and is allowed to stand following a spirited contest over a wide field for several months with powerful forces lined up both for and against the measure.

#### Automobile Issue Discussed

The committee spent considerable time discussing the automobile issue, the separation of agencies involving association and non-affiliated companies, hearings, complaints and reports of the Mountain Field Club. The committee complimented the latter on its accomplishments during the trying period of the past several months, praising the effectiveness of its organization. H. P. Giberson, chairman of the automobile committee of the field club, declared that no recommendations had been made to the committee by him. E. L. Rickard, Chicago, of the National Automobile Underwriters Association, was in Colorado Springs during the meeting of the supervisory committee.

Mr. Wilbur was reelected chairman, and Frederic Williams was reelected secretary.

#### Bailey Reelected Chairman

The managing committee of the Mountain States Inspection Bureau reelected A. T. Bailey, San Francisco, as chairman; W. N. Achenbach, Chicago, vice-chairman; and W. J. Kulp, manager of the bureau, as secretary. H. M. Mack was promoted from office manager to assistant manager.

It was indicated by the managing committee that the rating program initiated in January, 1928, for the inspection bureau, will be carried on. Improvements were reported by Mr. Kulp to the committee in the method of storage of X-ray films in hospitals with consequent elimination of life and fire hazards, and the preliminary report aroused such interest that the preparation of detailed reports were called for.

The attendance of the supervisory committee was 100 percent and included J. R. Wilbur, Chicago, vice-president American Fore, chairman; W. N. Ach-

## Business Getter in the Saddle

Strenuous Effort Is Being Made to Obtain More Premium Income

### BIG MEN IN THE FIELD

Prediction Made That Financial and Commercial Situation Is Due for a Rebound

NEW YORK, Oct. 15.—Though fully appreciative of the general business depression that obtains throughout the country, with the resultant difficulty of maintaining premium income, and conscious, furthermore, of the recent slump in the stock market, carrying some choice securities to lower figures than were reached during the financial debacle of October, 1929, most of the seasoned company executives are accepting the situation philosophically. They recall that business depressions move in cycles, and are invariably followed by periods of prosperity. How soon and to what extent industry will get back to something like normal is a question that time alone will answer. Public men continue to speak optimistically and it may be that they are justified in so doing.

#### Country Inherently Sound

That the country is inherently sound, however, is indisputable and that general business will pick up before long no sane person doubts. The theory that money is scarce is refuted by the crowds that attended the recent world baseball series, freely paying the high prices demanded for seat. There has been no appreciable diminution in the attendance at the theaters of this and other important cities. With money thus in circulation and spent freely enough for amusement, the conclusion is inevitable that superior salesmanship by the insurance agents is all that is needed to induce an increased demand for the different forms of indemnity.

#### Results from Increased Work

Not a few of the officials and general agents recognize this fact and are stimulating their field representatives to greater effort. Where this is put forth, and it is in numerous directions, the results are gratifying. Intensive business (CONTINUED ON PAGE 41)

enbach, Chicago, western manager Aetna; W. B. Flickinger, Chicago, assistant western manager North America; Walter D. Williams, Rockford, Ill., western manager Security of Connecticut; A. T. Bailey, San Francisco, Pacific coast manager North British & Mercantile; Willard O. Wayman, San Francisco, manager National Fire; and E. T. Cairns, San Francisco, vice-president Fireman's Fund,

## Agents Quiz Commissioner at Vermont Association Meeting

### CHENEY ELECTED PRESIDENT

Clark Answers Agents' Criticisms—  
Alfred C. Mason Retires After Successful Two Year Administration

#### NEW OFFICERS ELECTED

President, Thomas C. Cheney, Morrisville.  
Vice-President, I. Munn Boardman, Burlington.  
Secretary-Treasurer, Mary Louise Milo, St. Albans.  
Executive Committee, Stanley G. Griswold, Bellows Falls; Stephen C. Dorsey, Rutland; Will A. Drew, Barre.

BURLINGTON, VT., Oct. 15.—Commissioner Robert C. Clark was put on the mat at the annual meeting of the Vermont Association of Insurance Agents here last week. He was asked to explain why and how he had admitted a cut rate mutual liability insurance company, writing both fire and casualty lines, to do business in Vermont. A protest was also made against automobile service companies which are, it was alleged, improperly claiming service certificates as actually insurance policies. Commissioner Clark was also asked why seven state armories of the state were not included in the state schedule of public buildings and agents allowed commissions on the same.

Mr. Clark stated that the new company, the Farm Bureau Mutual Liability of Ohio, was an assessment company and that while its rates might be lower this year, they might be higher next year. He stated that a law passed by the 1921 legislature allowed him to license a company to write the same lines it was authorized by its charter to write in its home state. He said the company had been asked to enter the state by a large and representative body of citizens of the state. Unless the company is writing at a rate which threatened its financial soundness he is unable to stop it from doing business.

#### Qualification Law Urged

The association passed a resolution favoring the passage of an agents' qualification law at the next session of the legislature and every member was urged to exert himself to bring about a separation of the banking and insurance department of the state and the creation of a separate insurance department at the next legislative session.

President Alfred C. Mason of Rutland, bringing to a close his two years of administration, in which he has enrolled practically every available insurance agent in the state in the organization and once won the National Association membership cup, presided. Mary Louise Milo of St. Albans, secretary-treasurer, reported a membership of 155, which includes all but four or five eligible agents in the state.

President Mason reported conferences were being held with the New England Insurance Exchange by which it was expected to provide a new clause in the fire policy to take care of lightning entering the house and damaging electrical equipment, though causing no fire.

Frank L. Brigham, Andover, Mass., founder of the Vermont association, spoke on the ethics of the business. Linn D. Taylor of Brattleboro gave a talk on several features of agents' work. He wanted a separate insurance department and urged a return of the old time local boards which proved of great service. J. E. Traill, of Burlington, described his collection system, stating the companies had not paid a cent of interest on bank loans to finance his agency since 1912.

R. C. Dreher, advertising manager of the Boston and Old Colony, gave an interesting talk on "Direct by Mail Advertising," covering much of the ground of his recent paper before the Insurance Advertising Conference.

## Alabama Ruling on Taxes Favors Home Companies

MONTGOMERY, ALA., Oct. 15.—In one of the most extensive opinions rendered in recent years affecting insurance interests doing business in this state, Attorney-General Charles McCall has allowed domestic companies to take credit on their premium taxes for all funds invested in real estate mortgages as long as the mortgages exist, but has reaffirmed a former ruling of the attorney-general's department declaring unconstitutional that clause in Section 54 of an act of 1927 allowing foreign corporations a credit on franchise taxes for mortgage loans made on real estate in Alabama. The attorney-general also declares he is not now passing on the constitutionality of the Alabama domestic premium tax law, upon which he has reserved judgment. The opinion was directed to the state insurance department.

#### Sets Aside Former Ruling

In a ruling made some time ago, William P. Cobb, assistant attorney-general, had held that domestic insurance companies should be given credit for only one year on its premium taxes for funds invested in real estate mortgages, while attorneys for the companies had contended to the contrary. Mr. Cobb had indicated that proceedings would be instituted to test the question, but the new opinion of Mr. McCall absolutely sets aside the former ruling and puts at rest the probability of legal proceedings.

"Whatever outstanding loans the company has made in Alabama and which the company has of Dec. 31 preceding the report, which are secured by mortgages to it, on Alabama real estate and upon which mortgages the recording privilege tax has been paid, must be deducted," Mr. McCall wrote. He further stated that a domestic company to be entitled to the deduction of loans in paying the premium tax, the following conditions must exist: "The loan must have been made by the company in this state, secured by an existing mortgage which must have been made to the insurance company and not to someone else, and the mortgage must be on real estate located in Alabama and must

## Thomas W. U. A. Member, Representing Carolina Fire

### LIBERTY, LOUISVILLE, JOINS

Reutlinger Is Representative—Central Fire of Baltimore Under C. R. Tuttle's Jurisdiction

John M. Thomas, who recently resigned as vice-president of the Fire Association to become connected with the Home, is now the Western Underwriters Association member for the Carolina, a member of the Home fleet. Wilfred Kurth, president of the Home, is relinquishing jurisdiction of the Carolina in the W. U. A. Previously Mr. Thomas held jurisdiction with J. W. Cochran in the W. U. A. for the Fire Association, Victory and Reliance.

Mr. Thomas' many friends are pleased at his return to W. U. A. membership. He was greatly missed at the recent meeting of the W. U. A. in Toronto.

The Liberty Fire of Louisville is now a Western Underwriters Association company with Adolph Reutlinger as its representative. This action follows the consolidation of the Liberty Fire with Reutlinger & Co. of Louisville. Before the merger Mr. Reutlinger was a Western Underwriters Association member as president of the Ben Franklin Fire of Louisville and as general agent in Kentucky for the La Fayette Fire and the Central States Fire. In addition to those positions he is now vice-president of the Liberty Fire.

The Central Fire of Baltimore, which was recently acquired by the North America, will be under the jurisdiction of C. R. Tuttle, western manager of the North America, with the exception of Ohio, which continues under the jurisdiction of Charles H. Roloson, Jr., of Baltimore.

Since its acquisition by the North America, the Central Fire has been entered in Indiana and the North America management is preparing to have it entered in a number of other western states.

have been recorded in Alabama, and the privilege tax for recording the mortgage must have been paid."

## CONDENSED NEWS OF WEEK

Men higher up in the business are now out in the field beating the brush for more premium income. **Page 3**

Supervisory Committee of the Rocky Mountain Fire Underwriters Association stands pat for the separation of general and local agencies. **Page 3**

Company service offices are barred and brokers given advantage in Florida ruling on resident agent law. **Page 3**

Some features of Dallas convention of the National Association of Insurance Agents reviewed. **Page 5**

J. W. Cochran, chairman of the board of the Fire Association group, retires entirely from the service of those companies. **Page 16**

Nebraska Insurance Day held at Omaha with large attendance. **Page 28**

Kansas Association of Insurance Agents holds its annual meeting in Wichita. **Pages 21-25 (Insert)**

Pennsylvania Association of Insurance Agents announces its program for its annual meeting. **Page 35**

Spencer Welton addresses Kansas association at Wichita on surety business. **Page 45**

Insurance agents are now finding that automobile owners are willing to purchase higher limits. **Page 45**

Plan for separation between stock and non-stock members of the National Council on Compensation Insurance approved. **Page 43**

Revision of use and occupancy rules to be taken up at meeting in New York. **Page 3**

Peter J. Berry, vice-president and superintendent of agents of the General Casualty & Surety of Detroit, becomes an executive of the Lloyds Casualty group. **Page 44**

Pennsylvania Surety suspends business. **Page 43**

Actuaries disagree in Ontario auto rate inquiry. **Page 44**

Southern Casualty of Alexandria, La., is placed in the hands of a receiver. **Page 43**

Associated Industries of Missouri takes active part in fight against state fund compensation plan in that state. **Page 44**

Massachusetts compulsory automobile liability experience for three years shows an incurred loss ratio of 73 percent. **Page 44**

G. R. Dette, Philadelphia manager of the Pennsylvania Surety, returns to the Commonwealth Casualty as assistant to the president. **Page 50**

Spencer Welton criticizes insurance men for being self-centered and apathetic in regard to public relations work in Nebraska Insurance Day talk. **Page 29**

Committee of the National Bureau of Casualty & Surety Underwriters presents a tentative rate making program for workmen's compensation. **Page 43**

## Ray B. Duboc Comments on Some Present Day Issues

### NATIONAL ASSOCIATION PLAN

President of Western Group Thinks That the Companies Should Have Single Organization

At the Kansas association meeting in Wichita, Ray B. Duboc, Fort Scott, president Western Casualty and Western Fire of Fort Scott, addressed the agents on "Looking Into the Future." He said that in his opinion the companies have always listened to the arguments of the agents. He cautioned the agents of the danger that in acquiring power it is possible to stifle individualism, pointing out that there is always a menace in centralization of power. He believes many troubles today are due to those who are holding the thought that a big improvement in business is coming. He thinks that every one should go to work.

He expressed the hope that the companies would soon have a national organization. He dealt at some length on the benefits. He believes that the ordinary intelligent agent today is making a good living. He would like to see a national organization of companies and the National Association of Insurance Agents work together on a solution of the problems confronting the business. He asserted the agent is and always will be the company in the mind of the public. It behooves the agents to so conduct themselves that the people obtain a good impression of insurance. He said the problems of the agents and the companies are identical. In his opinion higher commissions do not cure all the ills. He stated the easier it is for the agent to make a living the more men will be brought into business, thereby creating more competition for regular agents. He said to keep in mind always to be efficient.

#### Now Morrison & Clark

OMAHA, NEB., Oct. 15.—Morrison & Co., general agents here, has changed its name to Morrison & Clark, thereby lending recognition to Vice-President L. W. Clark, who for several years past has untiringly devoted his time to the development of the business. The officers, directors and stockholders remain the same.

#### McConnell to Go to Coast

NEW YORK, Oct. 15.—General Manager R. McConnell of the Royal group from the head office, who has been visiting United States Manager Harold Warner and his staff, will journey to the Pacific Coast starting next week. Mr. and Mrs. McConnell will stop enroute at Chicago.

#### C. A. Helm Dies Suddenly

Claude A. Helm, for seven years special agent for the Hedwall-Sundberg company in Kansas, was stricken with acute appendicitis while at Hays, Kan., and an emergency operation was performed. He died four days later and was buried at Ellsworth, Kan. The funeral was attended by Harry A. Sundberg of the home office, Minneapolis; State Agent F. E. Miller, Topeka; Special Agents C. B. Funk and E. W. Strong and a number of local agents. Mr. Helm was a hard worker and had a promising future. He was very popular with agents and fieldmen.

#### Moseley Returns to Field

Ewing Moseley, who has been out of the business for a few years, has returned as special agent for the John S. Aldehoff Company, general agent at Dallas.



## Little Hope for Quick Recovery

Managers See Struggle for Premiums Continuing for Year or More

### GREAT DROP IN INCOME

Insurance Acquits Itself Well in Business Depression—Takes Its Medicine Philosophically

Worry of many western managers, not alone in fire insurance but in many other lines, over the serious slumps in premiums this year has resolved itself into a brand of philosophy which is perilously near resignation.

Perhaps it is only that managers are, in the vernacular of the ring, "punch drunk." This does not mean that they are relaxing vigilance in their search for a means of bolstering returns, but rather that they have come to the full realization that insurance has reacted just like other business to the stock crash and business depression.

#### Premiums Drop 17 Percent

Reduction of average fire rates is another steep hill that fire insurance has to climb this year. On the same amount of liability as last year a great deal less in premiums is received. Under the circumstances it would be a marvelously efficient organization that could break even. There appear to be no fire managers who could boast of that achievement this year. Rather, it is frankly admitted that premiums are off 15 to 20 percent in western territory. Those who should know place the average about 17 percent less than last year. As reported last week, there is a country-wide reduction of 8 percent.

An interesting commentary which reflects well on the fire business is that, on the whole, offices have not pared down their staffs in the proportion that many industries have done. Railroads, a basic industry, have cut deep into personnel, reports indicating reductions ranging all the way up to 50 percent. It is said there are veteran passenger firemen and engineers of 18 years' service or more working extra on switch engines. The electric industry is another in which great layoffs of employees are reported.

#### No Cutting to the Bone

If it were not for personnel cuts made by fire and casualty companies earlier in the year, many departments now would be operating at heavy losses; however, there has been no slashing right and left to a bare skeleton staff in insurance.

Rather, insurance has adopted the constructive plan this year, concentrating on retaining all worthwhile employees possible and attempting to maintain the balance by increased activities in all branches and intense cultivation not only of standard lines but of sidelines which in the flush of prosperity in the past were largely left to worry along as best they could.

There has been a great deal of talk of cultivation of fire side lines as a means out of the depression period, and it is true that this year a great deal more emphasis is being placed on inland marine and many other miscellaneous covers.

#### Not Burning Bridges Yet

However, one of the truly veteran managers in the western field places little confidence in this panacea. He says

(CONTINUED ON PAGE 41)

## Some Observations on the Dallas Convention

The National Association of Insurance Agents at its annual meeting in Dallas had some features that make it stand out with particular vividness. The one fact that impressed onlookers was the conservatism and broad-mindedness of the members. There was very little drastic talk. Whenever, as happened on one or two occasions, some impractical course was suggested, it received no response. The members evidently feel that they can get nowhere unless they are absolutely fair and are asking only what is right and workable. For example there has been some criticism of the Interstate Underwriters Board. A questionnaire sent out elicited the information that most of the agents felt it was a menace.

When P. H. Goodwin of San Diego, Cal., presented his report he was eminently fair in his conclusions. He said that in his opinion the plan was originated in good faith. He felt, however, that it had been abused and there had been mistakes made. He expressed the opinion, however, that deficiencies would be remedied. One point that Mr. Goodwin made strikes home to the members, and that was, had the agency association been consulted at the time the plan was put in effect and if conferences had been held regarding its operating plans, much of the criticism would have been silenced and, in fact, the I. U. B., in his opinion, would have avoided the pitfalls into which it had been catapulted. Mr. Goodwin opined that the management had now reached the conclusion that it paid to consult with the agents. Bryson Jones of the well known R. B. Jones & Sons agency of Kansas City appeared as a very militant proponent of the I. U. B. His comment awakened wide interest. Mr. Jones was very frank to say that with the conditions confronting the agents, unless the I. U. B. or some similar plan afforded facilities for handling chain stores and like risks they would all be lost to the mutuals or nonconformants.

#### Agents Ask That They Be Given Advance Facts

The point that Mr. Goodwin made about conferring with agents was reinforced at the group meeting of the millionaire producers when all hands decided to petition the companies to call the agents into conference whenever an important change in rates or rules is to be announced. The agents declared that the companies should follow a different procedure. They have gone ahead with some very important move, springing it on the agents as soon as they did on the public. The agents, therefore, were uninformed and were not qualified to defend the course with their policyholders. This was highly embarrassing, which the agents feel can be avoided if they were notified in time and were acquainted with the reasons for such action being taken.

The group conferences, by the way, proved to be highly successful, one entire afternoon being given to this feature. Here is where practical information is brought out. Agents can gain data at these conferences which will put dollars and cents into their pocket.

#### Breakfast Conference on Local Boards

The breakfast conference on local boards drew a larger attendance than was anticipated. S. J. Horton, the highly successful manager of the Cleveland Insurance Board, was in charge. This conference brought out two facts that should be considered by the officers. In the first place the local board conference next year should have longer time. For example, it should be called together at breakfast and last until 11 o'clock. The convention time for one session could conveniently be put at 11 a. m. In the next place, local boards in large cities and those in small points have two distinct problems. Therefore, the large city board people should have a confer-

ence and likewise the members of boards in smaller points.

The address of Secretary Bennett at the first session proved in some ways the most stimulating feature of the entire program. Mr. Bennett was in rare form. He, in a way, is a spectator, an onlooker, an analyst, a penetrating observer of the currents as they pass down the river. Mr. Bennett hit some high spots. He pointed out some of the signs in the skies. This might well be put on the program as an annual feature, a survey of some of the more important conditions by Mr. Bennett. He did not go into detail. He simply looked at the great area from an airplane. He saw the whole business in perspective.

It must have given George J. Lieber of Detroit a thrill to see the proposed changes in the constitution adopted without any discussion whatever. Mr. Lieber made a very convincing and clear explanation of the changes at the mid-year conference at Charlotte, N. C. The members, therefore, were ready for the new line-up, which gives the constitution a more modern makeup. There are now only two elected officers, the president and chairman of the executive committee. The chairman, subject to the approval of the president, shall appoint the seven members of the executive committee.

#### National Council Has Now Been Created

The national council is brought into being, its membership being composed of a representative from each state association to be elected by the state body. This gives the states a first hand opportunity to elect men from their own ranks to participate in the council of the national body. The national council will be the liaison body between the officers and executive committee on the one side and the members on the other. The council will meet twice a year, on the day preceding the annual and mid-year meeting or at any other time the president may call the members together. The advisory committee is made up of the past presidents. This will give the association the benefit of the counsel of these men who have guided its destinies in the past. The coalition group committee is composed of the larger producers, its aim being to get interested in the association work the bigger agencies. In addition to the committees named there are the finance, member-

(CONTINUED ON PAGE 12)

#### Church Insurance Plan Rejected by Lutherans

MILWAUKEE, Oct. 15.—Suggestion by two Pennsylvania synods at the conclave of the United Lutheran Church in Milwaukee that a corporation be set up to insure churches against fire and theft was disapproved. It was held that the church should not enter into commercial activities, and therefore should not form a corporation to insure its own church buildings.

## Company Service Offices Barred

Big Brokers Given Advantage Over Local Agents in Florida Ruling

### RESIDENT ACT CONSTRUED

Small Town Underwriters in State Will Also Suffer Loss of Business

TALLAHASSEE, Oct. 15.—Companies are not allowed to write up policies on Florida property and send them to Florida agents for signature, according to a ruling of the attorney-general of that state, rendered to Insurance Commissioner W. V. Knott.

There are three sections of the Florida laws which were construed in reaching these conclusions. One requires that fire policies on property in Florida must be "issued and countersigned" by a resident agent, who must receive the "full and usual commission." Another requires that before a company can be relicensed the secretary or manager of the company shall make oath that no policy or contract of insurance covering property in Florida has been issued, written or placed during the 12 months preceding, except by resident local agents, and that the said local agent has received the full, entire and usual commission.

#### Can Sign for Outside Agents

A third section allows an agent in Florida to divide with any non-resident agent regularly authorized and licensed in his own state his commission on business which shall have been procured and sent or caused to be sent to the Florida agent for countersignature as required by law. The attorney-general holds that this latter section is permissive only and allows such an arrangement with outside agents only, not with companies. Furthermore, the division of commissions is permitted only in case the agent has collected from the company in the first instance the full, entire and usual commission.

#### Bars Service Offices

In other words, it appears that a company cannot write up the policies and send them to a Florida agent for signature, but an outside agent can. The effect seems to be to give the big brokerage agencies a practical cinch on Florida business controlled outside the state. Many companies maintain service offices which give their agents everywhere the same facilities as are enjoyed by the great brokerage offices. If an agent in Ohio, for example, controls a line on Florida property the company service office will handle it for him, getting the Florida policy signed by a resident agent. The attorney-general rules that this is illegal and that the Ohio agent must make his own arrangements with a resident agent in Florida.

#### Given Inside Track

Thus the big brokerage offices are given the inside track on small business as well as on chain store and trust lines. Heretofore the agent having only an occasional risk needing service outside the state has been able to get such service from his company. Such service is cut off, on Florida business, by the attorney-general's ruling. On the other hand, the big brokers will be able to prepare the policies and send them to their local connections or subsidiaries in Florida for signature. In fact, if the Florida

(CONTINUED ON PAGE 41)



## AS SEEN FROM CHICAGO

### GOLAN AGENCY'S NEW OFFICES

The Louis E. Golan Agency in Chicago moved Monday of this week to its handsome new quarters in 1016 Forman-State Bank building. Mr. Golan has had an office fitted up that is most impressive and is regarded as one of the most handsomely appointed insurance offices in the city. He had his office arranged to meet modern demands. A large number of huge bouquets adorned

his private office, coming from numerous friends. Mr. Golan started from scratch a few years ago and in a short time has built up an annual premium income of upward of \$1,000,000. He is a close friend of the city administration and contributed much to the election of Mayor Thompson. Mr. Golan is in insurance to stay. His chief business at present is contract bonds. Frank S. Wilder, well known in surety cir-

cles, is head of the bonding department.

### TO HEAR "DOPE" EXPERT

The Illinois Blue Goose has arranged for the appearance of William J. Spillard, special agent of the National Board, at the good fellowship dinner to be held Monday evening, Oct. 20, following the quarterly meeting of the Illinois Fire Underwriters Association. "Dope" will be the subject of Mr. Spillard's address and he is well qualified to discuss the subject because for 10 years he was an ace in the federal narcotic squad. He was at one time associated with Pat Roche, former federal officer and now chief investigator for the state's attorney

of Cook county. He is credited with the arrest and conviction of Willie and Kittie Gilhouley, who were once nationally known leaders of a dope ring.

### LOSS MEN TO RESUME MEETS

The first fall meeting of the Western Loss Association is to be held Oct. 28 in the Brevoort hotel. The meeting is scheduled to start at 6 p. m.

### CLUB HAS CREDIT BUREAU

President J. W. Bolton, Jr., of the Insurance Club of Chicago, announces that what is named the information division of the club is now in operation. At first the information division will act as a credit clearing bureau on agents and brokers, but later it is hoped that the service may be extended to include records of assureds, who are notoriously and habitually delinquent. This bureau is located in the club rooms in the Insurance Exchange building.

### INSURANCE STOCK COMMENT

Commenting on the insurance stock market situation, Howard W. Cornelius of H. W. Cornelius & Co. of Chicago says:

"Insurance stocks were lower in most cases for the past week. The average was small in comparison with other markets in view of the unsettled listed stocks. There was a fair volume of trading and issues that showed any particular decline were through forced liquidation to protect other holdings. There was good investment buying on the reaction."

### NOLAN ENTERTAINS FIELD MEN

More than 60 members of the Cook County Field Club were highly entertained at a luncheon meeting Monday by Preston Nolan, well known appraiser for life insurance companies and banks. The audience was convulsed by Mr. Nolan's rapid fire witticisms, dispersed with readings of his own poetry, numerous denunciations of the 18th amendment, anecdotes and advice. He amazed the field men by his ability to avoid the subject of appraisals.

Mr. Nolan believes in advertising himself as a human being rather than as an expert appraiser. He related a number of eccentric advertising gags, he had originated, to bring himself to the attention of financial leaders. After their attention was gained they were receptive to his request for assignments.

Mr. Nolan did say seriously that the life insurance companies, by threatening to withdraw their loans, have been the greatest disciplinary influence in Chicago. "I consider the life insurance companies the best stabilizing influence in Chicago," he said.

### R. G. SCHEUNEMANN RETURNS

R. G. Scheunemann, vice-president Eliel & Loeb Company, well known Chicago local agency, has returned to his office after having traveled extensively throughout European countries. Mr. Scheunemann left the United States the latter part of June and arrived home last Saturday.

### MAXWELL IN CHICAGO

S. T. Maxwell, vice-president of the National of Hartford, visited Chicago this week for a conference with Western Manager George H. Bell and the Pacific Coast and southwestern general agents of the company. He spent the week end at Mr. Bell's home in Hinsdale, Ill.

### HONOR SPRINGFIELD VETERAN

When Edwin S. Farron, head of the reinsurance department at the western department of the Springfield, arrived at the office last Friday, his desk was heaped high with flowers and his associates presented him with a carved mahogany humidor filled with cigars. Fifty years ago on that date Mr. Farron joined the western department staff of the Springfield as a clerk at \$25 a month with occasionally 50 cents extra for sup-

## The Name--Ohio Farmers

Most experienced insurance men know that the Ohio Farmers is one of the nation's most progressive fire insurance companies of moderate size. Younger men sometimes inquire if the name is descriptive of the Company's writings.

The name—Ohio Farmers—is known and respected from coast to coast. Property owners in New York, Chicago, Philadelphia, Boston, Seattle, San Francisco, Los Angeles, and other great cities expect—and get—the same sure protection that has made "Ohio Farmers" a household word among Ohio farmers for more than eighty years.

Writing 19 distinct kinds of protection in 28 states and Canada, the Ohio Farmers offers many advantages to agents as well as to policyholders.



## OHIO FARMERS INSURANCE CO.

Organized 1848

Le Roy

Ohio

The Ohio Farmers Insurance Company owns and operates the Ohio Farmers Indemnity Company, a casualty insurance running mate.

# Are We Going to *Forget?*

**F**IRE prevention week has come and gone. Is that effort to be the end of fire prevention activity for another year? Are we going to forget the hundreds of preventable fires every year, the lives and property that might have been saved?

Every day someone risks his life somewhere to save someone else from death by fire. And every day, every hour and every minute, perhaps, someone is in danger of losing his life in a fire that might have been prevented.

Insurance agents are the key men in fire prevention effort and education. But they can increase their effectiveness in this work by making every day fire prevention day. That means keeping the subject always in mind and bringing it to public attention constantly.

Agents must have assistance, of course, in striving for their goal, which is to have every possible precaution against fire taken by every one. This goal may be at least approached with the cooperation of the various civic clubs and other forward-looking and public-spirited groups who can be enlisted, without great difficulty, in the army that is fighting fire waste.

Don't forget, now that Fire Prevention Week is over. "Make *every* day fire prevention day."

American Equitable Assurance Company of New York  
Capital, \$2,000,000.00

Bronx Fire Insurance Company of the City of New York  
Capital, \$1,000,000.00

Brooklyn Fire Insurance Company  
Capital, \$1,000,000.00

Globe Insurance Company of America  
Pittsburgh, Pa.  
(Incorporated 1862)  
Capital, \$1,000,000.00

Independence Fire Insurance Company  
Philadelphia, Pa.  
Capital, \$1,000,000.00

Independence Indemnity Company  
Philadelphia, Pa.  
Capital, \$1,250,000.00

Jefferson Fire Insurance Co.  
Newark, N. J.  
Capital, \$400,000.00

Knickerbocker Insurance Company of New York  
Capital, \$1,000,000.00

Liberty Bell Insurance Company  
Philadelphia, Pa.  
Capital, \$1,000,000.00

Merchants and Manufacturers Fire Insurance Company  
Newark, N. J.  
(Chartered 1849)  
Capital, \$1,000,000.00

New York Fire Insurance Company  
(Incorporated 1832)  
Capital, \$1,000,000.00

Republic Fire Insurance Company of America  
Pittsburgh, Pa.  
(Incorporated 1871)  
Capital, \$1,000,000.00

Sylvania Insurance Company  
Philadelphia, Pa.  
Capital, \$1,500,000.00

## CORROON & REYNOLDS

*Incorporated*

INSURANCE UNDERWRITERS

*Manager*

92 William Street

New York, N. Y.



# Prepare NOW For Writing 1931 Business

**C**ALENDARS are the most economical and effective form of advertising for local insurance agents ever devised. Calendars are on the job 365 days a year keeping the agent's name and business before his client's eye. The National Underwriter is publishing an attractive two-color rotogravure 16x9-inch calendar for 1931.

*It is not just another calendar—it is a calendar designed especially for the local agent by insurance advertising specialists.*

## Twelve for One Price

The National Underwriter calendar has 12 sheets, one for each month, making 12 distinct calendars for the price of one. Each monthly sheet has an attractive seasonal illustration vividly demonstrating a different type of coverage each month. Under each illustration is a pithy and potent argument. In the center of the calendar, right in the focus of all eyes, your name and address are imprinted free.

## Large Visible Numerals

The calendar part is especially practical—it has large numerals visible at a distance and each sheet carries the preceding and following months besides the current one. It is attractive and appropriate to hang anywhere—office, store or home.

## Limited Supply!

It is necessary to act immediately. We have on hand only a limited number of calendars all ready for imprinting. We can accept orders only as long as this supply lasts. Send the coupon today and get more information about the best business builder for you in 1931.

## MAIL COUPON TODAY!

THE NATIONAL UNDERWRITER CO.,  
175 W. Jackson Blvd.,  
Chicago, Ill.

Gentlemen:

Please send me full particulars about  
The National Underwriter's 1931 Insurance  
Calendar.

Name .....

Street Address.....

City..... State.....(Fire)

per money when he worked overtime. The Springfield's western department had been in operation only four years—from 1876 to 1880—under Major Amos J. Harding, manager, when Mr. Farron joined the office. The department was located at 118 LaSalle street. Mr. Farron is now 69 years old and in good health.

\* \* \*

The friends of W. N. Achenbach, western manager of the Aetna, were grieved to learn of the death at the Agnes Memorial Hospital, Denver, of his son, W. N. Achenbach, Jr. The son, who was 23 years old, had spent the last four years in the mountains in an attempt to recapture his health. At the time of the young man's death, Mr. Achenbach was in Hartford, for the wedding of the daughter of Ralph B. Ives, president of the Aetna.

Mr. Achenbach visited his son last week, while at Colorado Springs attending the meeting of the Rocky Mountain supervisory committee. Mrs. Achenbach was there, also, and the young man's condition seemed to justify Mr. Achenbach leaving Denver to attend the wedding of Miss Ives. Mrs. Achenbach remained at Denver. She was later accompanied to Chicago by B. M. McDonald, the Aetna's state agent in Colorado.

\* \* \*

Vice-President **Fred B. Luce**, Providence Washington, is visiting the western department in Chicago this week en route to the Pacific Coast.

## FRANK FRAZIER JOINS

### DETROIT F. & M. IN ILLINOIS

Frank Frazier, an examiner in the western department of the Westchester at Freeport, Ill., who moved there from Chicago when the department was in that city, has been appointed Illinois special agent of the Detroit Fire & Marine to succeed E. E. Parker, who goes with the National of Hartford in Illinois. Mr. Frazier was formerly in the Royal's western department. Vice-President Waldron was in Chicago this week and made the appointment.

## Death of Orin Southwick

Orin E. Southwick of Wilmette, Ill., who had been special agent for the Western Sprinkled Risk he was with Chicago for seven years, died this week at St. Francis hospital, Evanston, Ill., where he had been for some time having contracted an ailment during his vacation. Prior to his connection with the Western Sprinkled Risk he was with Alfred M. Best Company.

## Georgia Field Men Meet

ATLANTA, GA., Oct. 15.—At the Georgia Fieldmen's Conference this week. The attendance was unusually large and those present entered enthusiastically into discussions of several subjects vital to the field forces.

## Atlanta Agents to Meet

ATLANTA, GA., Oct. 15.—Atlanta Association of Insurance Agents will hear several important recommendations of the executive committee. Another feature for occasion has been arranged by the educational program, which will consist of an address by an authority on some phase of insurance. Representatives who attend the National association meeting in Dallas will also discuss the highlights of that gathering. The Atlanta Association has a membership of more than 70.

## Werner Joins Sussex Fire

William Werner who recently resigned as vice-president of the Transportation, and who previous to that was associated with the Firemen's of Newark as assistant secretary in charge of the New York office, has joined the Sussex Fire of Newark as secretary.

It is expected that the eastern department of the recently formed **Fireman's Fund Indemnity** will be open for business at its new office 60 John street, New York, some time next week.

# CHANGES IN THE FIELD

## Rex Kendall Joins American

Becomes State Agent in Oklahoma for the Well Known Newark Company Fleet

Rex W. Kendall, state agent of the Northern of London in Oklahoma and New Mexico, has been appointed Oklahoma state agent for the American group. Following his graduation from Iowa State College in 1910 as mechanical engineer he connected with the National Inspection Company of Chicago. Later he went with W. H. Markham & Co. of St. Louis as railroad and general inspector. Then he had charge of the branch office of the Indiana Inspection Bureau at Terre Haute and subsequently was shifted to Oklahoma City as assistant manager of the Oklahoma Inspection Bureau. He was discharged from the war with the rank of major. On his return he became associated with the Oil Insurance Association and was assigned to Oklahoma. For four years he was in the local agency business in Oklahoma leaving the Oil Association and in 1925 went with the Northern of London.

## J. W. Kessler, B. P. Mallory

John W. Kessler, who has been devoting the past year or more to extending agency plants of the Virginia Fire & Marine in mid-western territory is now supervising northern Virginia, West Virginia and Maryland for the company, with the assistance of Bernard P. Mallory, formerly an examiner for the company, who has just entered on his new duties. Theodore W. Kelley, who has been supervising a portion of that territory, resigned last week to become insurance manager for Brooks & Richardson of Richmond.

## E. R. Miller

E. R. Miller has been appointed state agent for the Trinity Fire in Indiana and Ohio, succeeding W. K. Hankinson, resigned.

## Woods Returns to Sun Group

Is Appointed Indiana State Agent by the Old English Company and Its Associates

Frank E. Woods has been appointed state agent of the Sun of England group in Indiana succeeding Walter S. Havens, who recently resigned. Mr. Woods is a thoroughly trained man in the Sun's school. He was formerly assistant special agent in West Virginia and Ohio. Later he was transferred to Iowa, Nebraska and South Dakota, becoming state agent there. Subsequently he was put in full charge of Ohio. Recently he has been state agent in Ohio for the Queensland.

## F. R. Nevin

F. R. Nevin has been appointed Illinois special agent for the Fidelity & Guaranty Fire, succeeding F. B. Lane, who has resigned effective Oct. 15. Mr. Nevin has been in the Illinois field for the National of Hartford for the past 10 years and, therefore, has a very wide acquaintance among the agents in that state. He has been prominent in all organization activities in that field.

## Chris Moller

The Sussex Fire of Newark has appointed Chris Moller to succeed Robert K. Everdell as state agent for New Jersey, eastern Pennsylvania and Delaware.

## E. E. Parker

E. E. Parker of Chicago, who is well known in the Illinois field, has been appointed special agent of the National Fire of Hartford group with headquarters in the western department. He started in the local business at Peoria and then went with the Hanover. More recently he has been traveling for a western company.

# NEWS OF THE COMPANIES

## Would Take Standard Federal

Federal Surety Proposes to Assume Control of Fire Company Through Exchange of Stock

DAVENPORT, IA., Oct. 15.—For purpose of gaining control and assuming operation of the Standard Federal Fire of this city, the Federal Surety, in a communication to stockholders of the former company, proposed exchange of one share of its stock for each three and a half shares of the fire company stock, prior to Nov. 1. The Federal Surety already owns 27 percent of the Standard Federal Fire and acquisition of 60 percent of the stock will make the exchange mandatory on the entire capitalization. Directors and officers of the fire company have already given their approval to the proposed exchange. The communication points out to stockholders that the fire company needs more capital for its operations but the stockholders are unwilling to advance such financial aid and the exchange project gives them opportunity to protect their interests through merger of the two companies.

## Miscellaneous Company Notes

The **Essex Fire** has been licensed in West Virginia.

The **National Jewelers Mutual Fire** of Neenah, Wis., has been licensed in Illinois.

## Convention by Mail Staged

Fidelity & Guaranty Fire Arranges Novel Plan to Stir Up Interest of Its Agents

BALTIMORE, Oct. 15.—The Fidelity and Guaranty Fire of Baltimore is staging for its 4,000 agents what the officials term "Our First Convention by Mail." This is said to be the first insurance convention ever attempted in such a manner.

Realizing that a convention of its agents would be valuable, but that it would be impossible to gather all for such a meeting, it was decided to carry the convention atmosphere direct to the desk of each agent.

## Address of Welcome

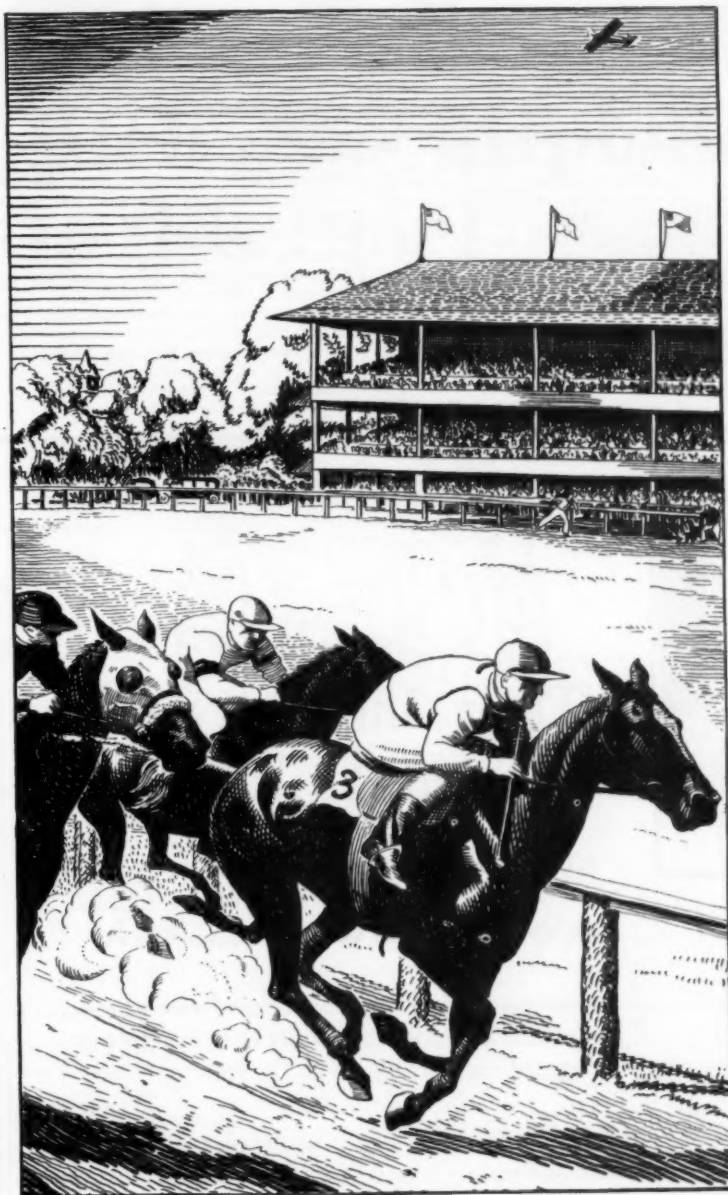
A poster letter 13 by 17 inches, was the opening gun, and over the signature Frank A. Gantert, vice-president, is headed "Big Idea."

The circular letter reads, "The convention starts Wednesday morning, at your desk." Following this will come 30 profitable talks, anyone of which can be read in 36 seconds.

The convention idea is carried out by offering prizes for the best letters to the home office showing the way in which any of the convention material has been used in actual experience. The first prize is \$100, the second \$50, the



## There's no betting post in the insurance business



ALL too many people have the idea that property insurance is a kind of wager; that they bet some insurance company they will not have a fire.

You know, as we do, that nothing is farther from the truth!

Few businesses are more scientific in daily operation . . . few have as complete and detailed systems and methods as the insurance business.

And when you point out the facts to your prospects and clients, they will have a better understanding of the intricacies of your work—and a finer appreciation of its value.

As you know, the making of rates alone is an involved, never-ending problem. Rates differ for different types of coverage, or for the same coverage in different industries. They

vary according to localities—type of construction—fire protection—hazards of adjoining risks. They are affected by the number of losses.

Again, to protect our policy holders against dishonest claimants, every effort is made to avoid contracts with persons of questionable character. Widespread statistics on losses are maintained, and scrutinized carefully as a check on the integrity of the whole group of policy holders.

From every viewpoint insurance companies take all precautions to eliminate guesswork and the element of wager.

Because it is so positive and accurate . . . because it has no speculative characteristics, property insurance is a sure and permanent ally to mankind and modern civilization.

**Agricultural**  
Insurance Company,  
of Watertown, N.Y.

**Empire State**  
Insurance Company,  
of Watertown, N.Y.

third \$25, and down through a number of fine fountain pens for the next ten.

On of the opening day each agent received at his desk the first speech on an attractively printed postal card in three colors carrying the greeting of President R. Howard Bland and Vice-President Gantert. Then at two-day intervals will come the series of business talks.

### New England Fire Prepares to Handle Inland Marine

In order that the company might write inland marine lines, thereby rounding out its privileges under the Massachusetts statutes, stockholders of the New England Fire, a member of the Springfield fleet, have authorized an increase in capital from \$300,000 to \$400,000. The new shares, of \$10 par value, have been offered to stockholders of record Sept. 26 at a subscription price of \$20 per share, payable on or before Nov. 3.

"Arrangements have been made with the Agricultural National Corporation of Pittsfield, Mass.," the company advises its stockholders in a bulletin, "to buy and sell warrants representing the increase of 10,000 shares of capital stock of this company. The Agri-

cultural National Corporation is prepared to pay to the stockholders \$12 for each old subscription warrant, or \$4 for each one-third warrant, less transfer tax, upon delivery of the warrants, properly endorsed, at its office, 100 North street, Pittsfield, Mass."

### Palisades Fire Reinsured in National Fidelity Fire

The outstanding liabilities of the Palisades Fire of Hoboken, N. J., have been reinsured with the National Fidelity Fire of Baltimore. While the Palisades Fire is still operating it is expected that at a meeting of the board of directors to be held shortly plans for liquidation of the company will be formulated. The Palisades Fire, in its statement as of Dec. 31, 1929, reported capital of \$100,000 and surplus of \$25,000. Recently the National Fidelity took over the Hampton Roads Fire & Marine.

### National Fidelity's Showing

BALTIMORE, Oct. 15.—Morton Wolman, executive vice-president of the National Fidelity Fire, announces that its capital is now \$282,460 and surplus \$746,029.

"It is interesting to note," Mr. Wol-

man says, "that the National Fidelity Fire started business in August, 1929, with capital of \$100,000 and surplus of \$100,000. This progress is rather unusual in view of the difficulties most companies are experiencing in keeping their premium income normal. Despite the substantial reduction in investment values of all companies, causing noticeable reduction in surplus in some cases, the National Fidelity shows no depreciation of its investment holdings."

### Same Receivers in Two Courts

Through an agreement of all interested parties, the federal equity receivers for the National Guaranty Fire and Independent Bonding & Casualty, appointed by the United States district court in Newark, N. J., have also been named as the receivers for the companies under the jurisdiction of the federal court in St. Louis. The receivers for the fire company are Fred Herrigel, Jr., and Charles F. Lynch and for the casualty company Mr. Herrigel and Thomas L. Hanson.

Control of the two companies was purchased several months ago by the Marquette-Easton Finance Company of St. Louis. The home offices of the companies were removed from Newark to St. Louis late in August.

### Paul Eastham Is a Suicide

Former President Kentucky Association of Insurance Agents Shoots Himself at Home

LOUISVILLE, Oct. 15.—Paul H. Eastham, of Ashland, Ky., 45 years of age, prominent in agency insurance circles of the state, on Oct. 14, shot and killed himself while seated in a chair in his home on Lexington avenue. A friend reported that Mr. Eastham had called him up and asked that he come over and see him, stating that the door would be open, and to just walk in. He was found with a pistol in his hand, and a hole in his head.

Mr. Eastham for several years operated a large agency at Ashland, as Paul H. Eastham & Co., and also had an agency in Catlettsburg. In 1928 he was elected president of the Kentucky Association of Insurance Agents, and served at the meeting held in Louisville, in 1929.

Mr. Eastham disposed of his local agency interests some time ago, and it had been understood that he had recently made connection to take up field work for one of the fire companies. He is survived by a widow.

### Formation of Many Small Carriers Spiked by W. U. A.

The Western Underwriters Association has spiked plans for the formation of dozens of local fire insurance companies by local agents, according to the statement of well informed observers. If one such company, recently formed with meager capital and negligible surplus, had been admitted to membership in the Western Underwriters Association, a multitude of other local agency companies were ready to have sprung into being, according to reports.

The action that forestalled formation of these prospective companies was the adoption of the rule by the W. U. A. that companies might not be admitted to membership, whose capital and other structure does not render them capable of admission into every state in western territory. Most of these companies organized by local agents are condemned by the Western Underwriters Association as being subterfuges for obtaining excess commissions. By reinsuring the business acquired for these small companies, the agent promoting the company is declared to receive in effect higher commissions than his competitor who operates exclusively on a local agency basis.

### Three New Committees for W. U. A. Announced by Street

In the committee assignments of the Western Underwriters Association announced by President C. R. Street appear three new committees—classification of membership, multiplicity of policies and Louisville, Ky.


John F. Stafford, Sun, is chairman of the classification of membership committee and his associates are W. D. Williams, Security of Connecticut; George H. Bell, National; C. R. Tuttle, North America, and John C. Harding, Springfield.

Members of the committee on multiplicity of policies are Mr. Tuttle, Mr. Stafford, S. M. Buck, Fireman's Fund; J. R. Wilbur, America Fore, and F. M. Gund, Crum & Forster.

Members of the committee on Louisville, Ky., are A. G. Dugan, Hartford; W. N. Achenbach, Aetna; Mr. Wilbur, Mr. Tuttle and S. Y. Tupper, Royal.

The only other change in the committee setup was the substitution of W. D. Williams on the fire protection engineering committee for J. M. Thomas, who recently resigned from the Fire Association to join the Home.



  
SPECIALIZING  
IN  
AUTOMOBILE  
INSURANCE  
EXCLUSIVELY

## "Their Interest Seems As Great As . . . ."

"ATLAS' interest in us seems to be as great as would be expected if our volume of business were ten times larger."

Those words, written by one of our agents, reflect an attitude and a state of mind that are inherently a part of the ATLAS.

Every ATLAS agent is an important part of our company, and as such receives our promptest attention to his individual problems. You, too, will find the ATLAS a friendly, helpful, interested company—an insurance company that will serve you and your assureds satisfactorily on every occasion.

# Atlas

## Casualty Company

EXECUTIVE OFFICES  
Fort Wayne, Indiana

OPERATING IN INDIANA, ILLINOIS, OHIO, MICHIGAN,  
IOWA AND PENNSYLVANIA



**Hitch your airplane  
to this Star!**



Capital

\$5,500,000.

**Home Office**

Irvin Building  
401 Walnut St.  
Philadelphia  
Pa.



**Dep't Offices**

Atlanta, Chicago  
Dallas, San Fran-  
cisco, Montreal  
Havana

**AFFILIATED COMPANIES**

**The Reliance**

**Insurance Company**

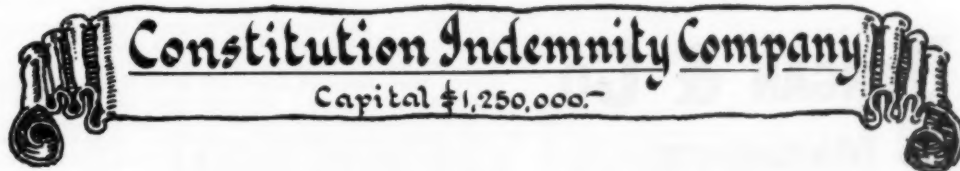
Capital \$1,000,000.

Otto E. Lane  
President

**Victory**

**Insurance Company**

Capital \$1,000,000.



**ALMOST EVERY KIND INSURANCE EXCEPTING LIFE**



## DIVERSIFY

**F**OR twenty-five years we have urged local agents to diversify because their success depends on this factor.

The value of diversification especially proves itself in these days of "hard times." The local agent that diversifies has a decided advantage over his competitor because when the premium income of one line drops he can push other lines and keep up his agency income.

There are two reasons why it is easy for Cravens, Dargan agents to diversify.

1. our office handles every form of insurance including life.
2. we thoroughly instruct our agents by holding periodic schools.

The School for Local Agents meets October 22-24. The Life Insurance School meets October 27-30.

These two schools study every form of insurance and enable Cravens, Dargan agents to keep ahead of competition. It is still possible for a few interested agents to enroll.

**GRAVENS, DARGAN & Co.**  
Insurance Managers  
HOUSTON, TEXAS

## FEATURES OF DALLAS MEET

(CONTINUED FROM PAGE 5)

ship, business methods, legislative, fire and accident prevention, publicity and education and grievance. In case of roll call the members present from each state association shall pass as a delegation one vote for each 10 members or major part thereof provided that the members present from a local association shall have the right to cast the proportionate vote of such local body in the state vote of the state in which it is located.

### Los Angeles Logical City for the Next Convention

It was a foregone conclusion that the next meeting be held at Los Angeles. President Eugene Battles of the California association and his active associates were present. Percy H. Goodwin of San Diego, who was elected president of the National association at Dallas, will preside at next year's meeting. The National association has not met on the coast for some time. It seems fitting, therefore, that next year Los Angeles should have the convention. C. B. H. Loventhal of Nashville made a successful bid for the midyear meeting and will be one of the most active men when the members go to his city in March.

It is apparent that local agents of larger substance and mold are becoming interested in the organization. This gives it a momentum and prestige that it has not had before. The men from the smaller and medium sized cities have borne the brunt of the work. They have wrought magnificently. However, money talks. When agents representing large premiums speak they are listened to attentively. The millionaire agencies are getting stronger in the organization work. The presence of such a man as George W. Carter of Detroit on the executive committee has had a tremendous effect. Mr. Carter is one of the large personal producers of the country. He is listened to but he works quietly behind the scenes and is seldom heard on the platform.

### Jenkins Tells of Overhead Cost in Local Agencies

Atwood L. Jenkins, Richmond, Ind., president of the Indiana association, who, by the way, impresses all with his studious and far-seeing mind, and is one of the comers in the organization, said that in an analysis of the cost of doing business in his agency it was found that \$3.64 was expended per policy on overhead last year. He declared that there is no money to be made on brokers or solicitors. This is particularly true where they produce much small business. His agency laid down the rule that on the first \$10 of a premium the agency kept 25 percent to pay the overhead. After that the commission was proportionately divided.

J. A. Giberson of Alton, Ill., also stated that brokers could not be handled profitably in an agency in a town of his size. He said that he was going to get rid of all such in his office.

J. W. Blanton of Dallas said it is a city cursed with solicitors. There is a multitude of side-liners getting commissions. Some branch offices employ these side-liners and pay the same commission to them as the regular agents get. The legal rate is 20 percent for agents and 10 percent for brokers. He said, however, that many of these solicitors are getting 20 percent. He said that his office is getting rid of all its brokers. Mr. Blanton, however, gave it as his opinion that Dallas is solving the broker problem.

### Percy Goodwin Explains the Road Side Service

P. H. Goodwin of San Diego explained the road side service given by the National Automobile Club in California. He said there are two local companies in Washington which are selling road side service at \$4 a year. This enables

a policyholder to call a garage and get towing service provided the repairing time does not exceed 30 minutes. The total expense on one call is limited to \$100. Mr. Goodwin said that there is a demand for a fuller road side service. Automobile clubs that maintain such a service, he said, where they have a rather large membership, find that it costs from \$2.85 to \$3 per member for full service. Mr. Goodwin said that many agents feel that the companies could charge \$10 for full service and make a profit on it.

### Giberson Spoke on the Importance of Collections

Mr. Giberson in speaking of financing premium accounts said that if an agent could get his outside accounts paid he could do his own financing very easily. He usually has a large amount uncollected and this ties up his funds. He believes that if a premium amounts to \$25 or more an agent should arrange to get part of it in cash and then have a definite program of monthly payments thereafter until the obligation is met. He would provide for a service charge which would take care of the interest. Mr. Giberson declared that the collection of premiums is a most important factor in an agency. The expense of collection, he said, is too great to employ a man to give it his time. The head of an agency, he asserted, should develop business. Now a great deal of his time is given to collections. Mr. Giberson declared that it is time the policy should provide for automatic cancellation if the premium is not paid after a certain time.

John S. Alderhoff, general agent in Texas, called attention to the fact that under the present policy conditions automatic cancellation would be illegal because five days' notice has to be given. He said that unless a premium is paid within 90 days the policy should be cancelled. He advised that an agent collect 33 1/3 percent when the policy is written and then have the rest arranged for in installments.

The National Association of Insurance Agents will endeavor to have a representative local agent elected as one of the directors of the United States Chamber of Commerce at its next annual meeting. Mr. Bennett stated that the time of C. A. Ludlum, former vice-president of the Home, expires then. Mr. Ludlum has retired from business. Mr. Bennett stated that Mr. Ludlum said to him that the agency association should have representation and that he would not be a candidate for election at the next meeting. Hence, the National association feels that it is time that an agent were on the board.

## NOTES

There were 1,200 registered and 550 were from Texas.

\* \* \*

When Charles L. Gandy of Birmingham presented a silver set to Clyde B. Smith, the retiring president, and Mrs. Smith, he instructed Mr. Smith to kiss his wife and then Mr. Gandy said that

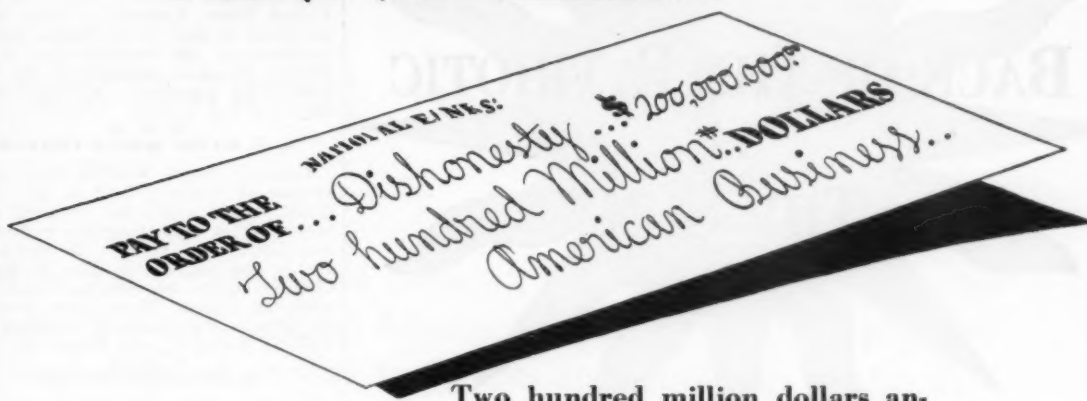
(CONTINUED ON NEXT PAGE)

Position wanted as Manager or Special Agent of some fire or casualty company for a man with fifteen years experience in these capacities. 36 years of age, married and have a family. College education and references of the highest sort. Address R-49, The National Underwriter.

### WANTED—SALESMEN

A fire and casualty insurance organization having assets exceeding \$16,000,000 needs salesmen for Eastern territory. We pay expenses and liberal salaries to men who can produce; requisites, good health, good habits, intelligence, willingness to work. State age, education, height, weight, experience. Address R-48, The National Underwriter.

# Two Hundred Million Dollars ANNUALLY



Two hundred million dollars annually is what the Credit Men's Association estimates to be the loss to business through dishonesty of employees.

There are several things that the employer can do toward preventing defalcations among his employees.

(And it should be remembered that a defalcation can cause not only a financial loss to the employer, but the employer's goodwill asset may be seriously impaired by such an event.)

Employees who handle cash or keep books should be given a vacation at least once a year.

Where it is practicable to do so, the occasional transfer of employees, particularly bookkeepers and cashiers, from one position to another is to be recommended.

All checks should be countersigned, but none countersigned in blank.

Audits should be made regularly.

Although bonding companies investigate the employee, it is well for the employer to be personally familiar with the employee's home life and mode of living.

*A* series of advertisements having to do with the Agent's part in saving Life and Property



*A* reduced number of losses means Lower Rates

## Indemnity Insurance Company of North America

PHILADELPHIA





### COVERAGES EFFECTED

FIRE,  
AUTOMOBILE,  
TORNADO,  
RENTS,  
LEASEHOLD,  
EXPLOSION,  
RIOT and CIVIL  
COMMOTION,  
PROFITS AND  
COMMISSION,  
USE & OCCUPANCY

### AUTOMOBILE COVERAGE

## Young in Years— Old in Experience

Although the Patriotic Insurance Company of America is only eight years old this fall it has history connected with its name.

It was organized to replace the United States Branch of the Patriotic Assurance Company of Dublin, Ireland, which company was organized in 1824, and back of which is the strength of the Sun of London.

Now the Patriotic of America is rapidly becoming well known among agencies throughout the United States. One reason for its rapidly growing popularity is because no agent questions its strength. Behind it are the enormous resources of the Sun—the Oldest Insurance Company in the world.

# PATRIOTIC INSURANCE COMPANY of AMERICA

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55 FIFTH AVENUE, NEW YORK

OSWALD TREGASKIS, President

WESTERN DEPARTMENT  
WRIGLEY BLDG., CHICAGO  
JOHN F. STAFFORD, Manager

PACIFIC DEPARTMENT  
SAN FRANCISCO  
G. A. HENRY, General Agent

## VIEWED FROM NEW YORK

By GEORGE A. WATSON

### INSTITUTE MEETS OCT. 25

The annual conference of the Insurance Institute of America will be held in New York Oct. 25, concluded by a dinner in the evening. The committee in charge of the affair is composed of: W. B. Joyce, chairman National Surety; William D. Winter, vice-president Atlantic Mutual, Maine; B. M. Culver, vice-president America Fore group; Frederick H. Ecker, president Metropolitan Life, and Edson S. Lott, president United States Casualty. Henry Moir, president of the United States Life, is president of the institute and E. R. Hardy, assistant manager of the New York Fire Insurance Exchange, secretary.

### C. F. GATES MAKES CHANGE

Calvin F. Gates, who has been in the service of Wallace Reid & Co., New York, for 21 years, has resigned as a senior officer of that agency to become associated with Hooper & McDaniel. He is the son of the late Frank A. Gates, who for 40 years was connected with the Home. Three other brothers are also in the insurance business, Albert N., Frank L., and Milton A.

### BLUE GOOSE DINNER

The New York City Blue Goose will open the season with a dinner Oct. 27. Most Loyal Grand Gander Henry L. Rose of Baltimore will be present.

### R. H. GOODWIN DEAD

Funeral services were held Saturday for Ralph H. Goodwin, assistant manager of the eastern department of the Fireman's Fund, who died at his home in Brookline, Mass., after a heart illness of six months. He was 42 years of age. Mr. Goodwin joined the Fireman's Fund in April, 1921, as manager of the automobile department in the east and later became assistant manager of the eastern department under Manager

### DALLAS CONVENTION NOTES

#### (CONTD FROM PRECEDING PAGE)

he was going to have the privilege of kissing Mrs. Smith, which he did with great eclat. He is an osculatory expert.

At the dinner of the past presidents, George W. Carter of Detroit insisted that a new rule be adopted. He said that he had heard enough men speak and he wanted the ladies to have a chance. Therefore Mrs. Percy H. Goodwin became "toastette" as Mr. Carter termed her. Talks were then made by the other ladies present, the wives of officers and members of the executive committee as well as wives of former presidents.

Bruce Wiles, superintendent of agents of the Federal Surety, and William R. Martin, executive field superintendent for Missouri and Kansas, were active in the hotel lobby. They were piloted about by Grover H. Thaxton, Texas manager of the Federal Surety.

The meeting brought together the three Geldert brothers. Howard Geldert of Atlanta is president of the Georgia association. Brenton Geldert is a local agent at Sweetwater, Tex. Louis N. Geldert was formerly business manager of the old "Insurance Herald" and is now publisher of a cotton oil journal at Memphis, Tenn.

J. F. Stuckey of Bishopville, S. C., president of the South Carolina association, arrived in Dallas 15 hours late. He was caught in a railroad wreck near Sumter, S. C.

The ladies' committee, headed by Mrs. R. W. Thompson, did a magnificent piece of work in looking after the visiting ladies. There were favors and gifts of various kinds presented at different stages of the proceedings. There was a bridge luncheon at the country club. The ladies were entertained at a style show. Mrs. Ray McDowell was chair-

man of the ladies' automobile committee. Mrs. G. Mabry Seay, Mrs. James L. Hanaway, Mrs. Dallas Smith and Mrs. Don Houseman were very active on the ladies' committee.

Charles C. Bowen, vice-president of the Standard Accident in charge of the agency department, who attended the Dallas meeting, started on a trip to Panama and had mapped out a route whereby he was to fly most of the way down.

### BERESFORD TO HOME OFFICE

Percival Beresford, United States manager of the Phoenix Assurance, accompanied by Mrs. Beresford, sailed on the Mauretania from New York for London Wednesday, planning to visit the head office and to return in several weeks.

### The McComas Mine Fire

Complaint has been made that THE NATIONAL UNDERWRITER erroneously reported that fire which destroyed a building of the Crane Creek Mine in McComas, W. Va., started with an explosion. C. A. Bradshaw, vice-president of the Flat Top Insurance Agency of Bluefield, W. Va., declares that there was no explosion. The dry washer at the American Coal Company's Crane Creek mine was destroyed by fire with a small loss to the tippie which was exposed to this dry cleaner plant, Mr. Bradshaw explains. "There was no explosion whatever," he adds. "The fire originated in the top part of the building. It was equivalent to about a five-story structure."

Sam T. Morrison of Iowa City, Ia., said there are 350 mutuals in Iowa and all of them have non-policy-writing agents. The Iowa association has 250 members, half of which are non-policy-writing agents. He said in states with small towns and few large cities the non-policy-writing agent is a factor. Mutuals have them and if the stock companies require all their men to write their policies the mutuals will soon gobble them up.

Leo Weadock of Saginaw, Mich., started to make some comment. President Smith stopped him and told the audience to be very quiet as Mr. Weadock had difficulty in making himself heard. As a matter of fact Mr. Weadock has a voice that carried to the very rafters of the hotel. In the rear of the room was the large Indian robot outside the advertising quarters of the Standard Accident. Mr. Weadock declared that "this Indian woman is bothering me." The arm of the Indian was raised up to the brow, giving it the appearance of peering far into the distance. The raising of the arm in regular rotation seemed to affect the big voiced Leo.

Each morning those attending the convention registered at the hotels received a copy of the Dallas morning paper with the compliments of the Standard Accident. Advertising Manager C. E. Rickard has a signed sticker message each day, the last morning bringing an adieu.

Each morning those attending the convention registered at the hotels received a copy of the Dallas morning paper with the compliments of the Standard Accident. Advertising Manager C. E. Rickard has a signed sticker message each day, the last morning bringing an adieu.





## INLAND MARINE DEPARTMENT

Attention is called to the Extension of Newark Underwriting Facilities to include the operation of a new Inland Marine Department fully equipped to render prompt and efficient service to agents and brokers.

The classes of risks for which proposals of insurance will be received are

Bailees Floaters	Musical Instruments
Bridges and Bridge Use and Occupancy	Motor Truck Merchandise Floaters
Cameras	Parcel Post
Electric Signs	Personal Effects
Fine Arts	Personal Fur Floaters
Fur Vault Storage	Personal Jewelry and Furs
Furriers' Customers	Radium
Gold and Silverware	Salesman's Floaters
Horse and Wagon Floaters	Transportation Floaters
Installment Floaters	Trip Transit

Information regarding rates and forms will be furnished upon application.

Please address all inquiries to  
**J. P. MAYER, Superintendent**  
INLAND MARINE DEPARTMENT  
150 William Street - - - New York

# NEWARK FIRE INSURANCE COMPANY

## THE NATIONAL UNDERWRITER

Formerly THE WESTERN UNDERWRITER

Published every Thursday by THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York. EDWARD J. WOHLGEMUTH, President; JOHN F. WOHLGEMUTH, Secretary; HOWARD J. BURRIDGE, Vice-President and General Manager; NORA VINCENT PAUL, Vice-President; WILLIAM A. SCANLON, GEORGE C. ROEDING and O. E. SCHWARTZ, Associate Managers

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LEVERING CARTWRIGHT, Asst. Managing Editor  
FRANK A. POST, Associate Editor  
CHARLES D. SPENCER, Associate Editor  
DALE R. SCHILLING, Associate Editor

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CINCINNATI OFFICE, 420 E. Fourth St., Telephone Main 5781, RALPH E. RICHMAN, Manager  
ABNER THORP, JR., Director Life Insurance Service Dept.

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80 Maiden Lane, Tel. John 1032  
GEORGE A. WATSON, Associate Editor

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R. J. McGEHEAN, Resident Manager

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515 Marvin Bldg., Tel. 2-6570  
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FRANK W. BLAND, Resident Manager

PHILADELPHIA OFFICE  
412 Land Title Bldg., Tel. Rittenhouse 3654  
W. J. SMYTH, Resident Manager

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In Combination with Life Insurance Edition, \$5.50 a year; Canada \$7.50



Associated  
Business Papers



National Publishers  
Association

### One Way to Promote Public Relations

THE NATIONAL BOARD is carrying on a program for the establishment of better public relations. It is expensive. Any program to be effective costs money. The company executives see the necessity of having a better understanding of their business on part of the insurance buying public.

To our mind much friction could have been avoided had the executives taken into consideration the influence of local agents in their communities and state. So far as the public authorities are concerned they may care little for the opinion of non-residents. They listen however to anyone who has influence at the polls.

At one of the group meetings at the Dallas convention of the NATIONAL ASSOCIATION OF INSURANCE AGENTS, and it, by the way, was at the so-called millionaire conference, it was the unanimous decision of these large premium producers that before any important action be taken by company organizations regarding rates, rules or practices, the local agents should be informed. We believe that this is a very fair request. In times past company organizations have taken very important action affecting the public, and the agents were given the information at the same time the order was made public.

The agents were greatly embarrassed because they did not know the reason for the action. They could not explain the move intelligently to policyholders. Under such conditions misunderstanding is bound

to arise. When company organizations decide on any course that is different from what has been followed in the past the agents in our opinion should be notified and should have full information as to the reason for so doing. The arguments should be presented to them.

The agents after all are the liaison officers between the public and the companies. They can accomplish far more with the premium payers than anyone else. PERCY H. GOODWIN of San Diego, the new president of the NATIONAL ASSOCIATION OF INSURANCE AGENTS, in his report on the INTERSTATE UNDERWRITERS BOARD, declared that if representative agents had been called into conference when this organization was started and afterwards when it was developing its rules and procedure, many of the mistakes it made could have been avoided.

It is only good politics to reduce to a minimum issues between companies and agents. If all in the business from the president down to the most humble agent can present a united front, there would be a tremendous momentum engendered.

We are all interested in harmonious relationships. When these can be created, constructive work can be done. We agree with the agents that there is need for conference because the business producers are just as much interested in insurance as the people at the general offices. It is a very mutual affair. The request of the agents is not radical.

### Constructive Thinking a Good Tonic

EFFECTIVE thinking is a great antidote for worry and in fact many of the mental ills with which humanity is often afflicted. When one gets his mental machinery geared so that it will run in the right direction and will concentrate on subjects that have an uplifting and stimulating influence much of the fog in the mind is driven

away and the sunlight enters. Many people in the doldrums have found good, hard thinking the best possible medicine.

"Dig anywhere in the earth and you will find a treasure, but you must dig with the faith of a peasant."—Sand and Foam.

## PERSONAL SIDE OF BUSINESS

J. W. Cochran, who became chairman of the board of the Fire Association group following his retirement as president, has resigned as chairman and director of the various companies, thus entirely eliminating himself from the management. It is stated that Mr. Cochran will probably retire from business. His health of late has not been the best. He has been in fire insurance for 38 years, having a wide experience and is held in high regard.

Harry Fox of Carlsbad, Cal., who is in the real estate business there, has been visiting in Chicago. He was formerly Cook county and Chicago manager of the Milwaukee Mechanics.

Frank W. Broome of Lima, O., state agent of the Caledonian group, died the other day. He had been with the company since 1928. Prior to that he was with the Automobile of Hartford.

Richard Price, former Dillon, Mont., local agent and a brother of Carl C. Price of Billings, special agent for the Hanover Fire in that state, was ordained as a pastor of the Episcopal Church at Whitefish last week. Mr. Price has been engaged in field work in Whitefish for the past two years.

Arthur L. Bowerman, secretary of the Sussex Fire of Newark, and his family have returned to their Newark home from their summer residence at West Haven, Conn. Mr. Bowerman will celebrate his 47th birthday this week.

Joe N. Cline of the Indianapolis office of the Underwriters Adjusting has been nominated to the hall of fame. Mr. Cline shot a hole in one on the 205 yard, 15th hole of the Coffin municipal golf course in Indianapolis.

Carl S. Lawton of the Lawton-Byrne-Bruner Agency, St. Louis, has been named to fill a vacancy on the board of directors of the St. Louis Municipal Theater Association. The association for the past 11 years has been presenting seasons of light opera and musical comedies in the St. Louis municipal theater. The directors serve without compensation and are picked because of their standing in the community.

Mrs. Albert S. Caldwell, wife of the Tennessee insurance commissioner, died at her home on Signal Mountain, Chattanooga. Mrs. Caldwell was stricken with apoplexy while visiting her daughter, Mrs. L. C. Quin of Atlanta last spring and has been in a precarious state ever since. Commissioner Caldwell has carried on his work under a serious mental strain, not knowing at any time when he might be called to Atlanta where Mrs. Caldwell stayed until recently because of the death of Mrs. Caldwell. From time to time he journeyed to see her but she could not speak, although she recognized those who were about her. Mrs. Caldwell was a gentle woman of benign temperament and gracious manner. She attended the meetings of the insurance commissioners and other insurance gatherings and impressed all with her amiability and sincerity.

Herbert Oppenheim of Sol Moyses & Co., Chattanooga, is visiting Chicago this week, calling upon his friends in western department offices. Mr. Oppenheim reports that there has been a distinct falling off in fire business in the south during the last 90 days, which he attributes principally to the depressed cotton market. An increase in casualty business, he says, however, will offset to some extent the reduction in fire premiums.

W. R. Foster, for many years associated with his brother, Lee, as an insurance adjuster in Springfield, Ill., was

found fatally injured last Saturday morning in an alleyway near his home, 545 West Vine street. He died within a few minutes from fracture of a skull. Police theory is that he was struck by a hit-and-run driver. There were no witnesses to the accident.

James J. Bailey, secretary of state and ex-officio insurance commissioner of Louisiana, died at Baton Rouge of pneumonia and complications. He was 57 and had practiced law for 20 years before assuming office 14 years ago.

Charles R. Detrick, former California insurance commissioner, has been elected president of the San Francisco Life, which is being formed by A. Silvers, formerly general manager of the Associated Life of Los Angeles.

In the Illinois "State Register" of Springfield, Ill., last Sunday under the column "Lighter Vein" signed "The Admiral," C. J. Doyle, associate general counsel of the National Board, is given a flourish which his friends will enjoy. The "Admiral" said:

We like Cornelius J. Doyle, yardmaster of the Grand Old Promisers. Familiarly known as "Tip," Chairman Doyle has a host of friends. He's a good mixer, a good organizer, a square-shooter and an orator of real brilliancy. The first night we ever spent in the penitentiary was with "Tip" Doyle! He got us in! He got us out!

It was at Chester penitentiary when "Tip" was first entering the state service as parole officer. He invited us to accompany him to Chester to write up certain vitally important prison reforms he had recommended.

We slept in a large room in the prison with a big, burly, black fellow who was serving a life sentence for murder to shine our shoes, bring soap, towels and water and otherwise minimize our discomfort!

Among "Tip's" many virtues is a keen sense of humor. It never fails him. Yesterday he was at his best.

He went to call on President Hoover in Washington. We'd have given a cookie to have been present to report all details of the discussion about Ruth McCormick's magnanimous benefactions in the primary.

According to the Associated Press and the I. N. S., "Tip" told the president one very funny story. He told him that in Illinois the main problem facing the republican party is lack of money "while the democrats seem to have all they need!"

President Hoover may have muffed the humor of that witticism, but to those of us who can't raise enough money to pay for the band we hired for the democratic state convention two months ago "Tip's" joke goes over big!

When poor Ruth Hanna McCormick reads that how envious she will be of us rich democrats who have never seen more than ten dollars at a time and that was in the bank!

J. Lynn Truscott, chairman of the board of the Camden Fire, is seriously ill at his home in Merchantville, N. J. Mr. Truscott went abroad and while returning from his trip he was taken ill on the steamer and was in a New York hospital for some weeks. He returned home in September but recently was taken with another acute attack. He is the father of Vice-President Barry Truscott and Assistant Secretary Millwood Truscott of the Camden Fire.

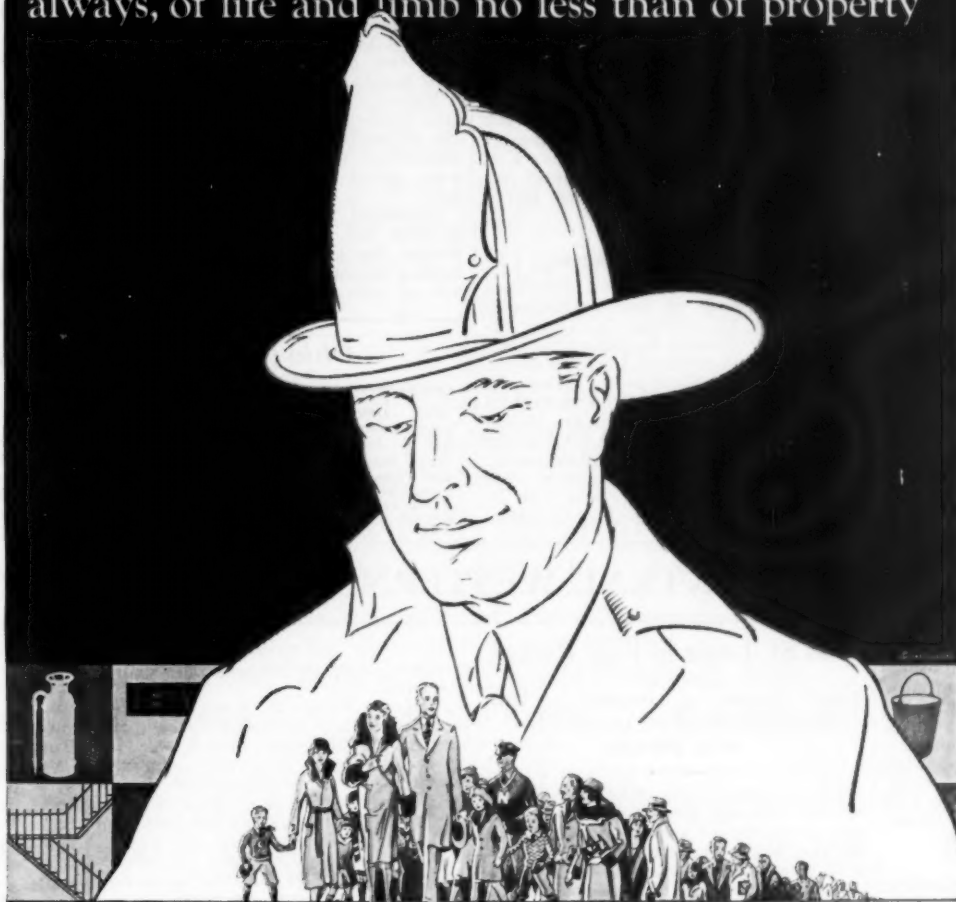
There has been no change in the condition of Mr. Truscott during the last few days nor is there any immediate prospect of a favorable turn. He was formerly president of the Camden.

Friends and associates of C. F. Shallcross are gratified that he has now returned to his desk following an accident during his vacation when he struck a submerged rock when diving. Mr. Shallcross is United States manager of the North British & Mercantile.

Order your 1931 calendars now. See page 8.



The loss beyond price is fire's toll of human life... The White Fireman is a guardian always, of life and limb no less than of property



THE WHITE FIREMAN is used in this advertising to symbolize loss-prevention engineering service—a nation-wide service, supported by insurance companies, having for its purpose the reduction of loss-hazards. Its work comprises consultation on proposed structures, inspection of property, testing of materials and equipment, and many other kinds of technical assistance. This service may be secured through responsible insurance agents or brokers. Ask your North America Agent.

North America Agents are listed in Bell Classified Telephone Directories under the heading "INSURANCE CO. OF NORTH AMERICA"



The Insurance Company of North America

PHILADELPHIA

The Oldest American Fire and Marine Insurance Company—Founded 1791 and its affiliated companies write practically every form of insurance except life

THE White Fireman's work is humanitarian as well as economic. The loss of life by fire during 1929 is placed at about 10,000. An appalling figure, yet undoubtedly much lower than it would have been were it not for the engineering service that makes property safe for its occupants as well as for its owners.

Above is shown, in reduced size, a color page advertisement appearing in *The Saturday Evening Post*, Nov. 1; *Literary Digest*, Nov. 1; *The Business Week*, Oct. 29; *Time*, Oct. 27th.

# FIRE INSURANCE NEWS BY STATES

## OHIO AND WEST VIRGINIA

### Report Is Made on Toledo

#### National Board Engineers Tell About the Fire Fighting Facilities of the City

The gross fire loss for the past five years in Toledo, O., as reported by engineers for the National Board, was \$4,914,507, with an average loss per fire of \$736, a low figure and an average annual loss per capita \$3.52, a moderate figure.

Engineers reported that the water supply is from a fully developed source and is adequate and fairly reliable. In combination with high pressure fire system, which is a valuable auxiliary, adequate quantities are available in the congested value district. Quantities are limited by small mains in many other sections. The fire department is declared to be fairly efficient while the fire alarm system is fairly adequate and reliable.

In the congested value district considerable construction lacking good fire-resistant features make serious individual and group fires probable. Many streets are of fair width and accessibility is good so that, with other mitigating features, fires involving large portions of the district are not probable.

### Discuss U. & O. at Huntington

HUNTINGTON, W. VA., Oct. 15.—At last week's meeting of the Huntington Board Leo Stender led a round table discussion on use and occupancy insurance. D. F. McKenzie of Pittsburgh spoke briefly on the fire prevention campaign. A dinner is to be given for members of the board tomorrow evening. The committee in charge includes Leo Stender, Arch Keller and G. C. Sullivan.

### Federation Meeting at Circleville

Under the auspices of the Insurance Federation of Ohio, a meeting of all the insurance agents in Pickaway county and a few towns in adjoining counties will be held at Circleville Oct. 17. Among the speakers will be B. G. Dawes, Jr., Cincinnati, president of the federation; R. M. Knepper, Trafalgar, Tallmadge, Jr., C. A. Wikoff and Homer Trantham, Columbus, executive secretary. Compulsory automobile insurance and impending legislation will be discussed, and the purposes of the Federation and the plan of its operation will be explained.

### Spread Fire Prevention Idea

The lesson of fire prevention was carried to all parts of the state by representatives of the Fire Prevention Association of Ohio and the staff of State Fire Marshal Ray R. Gill during fire prevention week. Among the speakers were: W. J. Gilsdorf, at New Lexington; C. C. Chapple, Troy; E. E. Heasley, Cleveland and Lodi; J. W. De Cessna, Marietta; L. E. Kietzman, Defiance; B. O. Evans, Chardon; W. S. Winnard, Marietta; Allen W. Guy, Westerville; Capt. J. J. Conway, Hamilton, O., and Dayton, Ky.

### Kirkpatrick Heads Society

The new officers of the Insurance Society of Columbus are Frank E. Kirkpatrick, president; Irving B. Lentz, vice-president; Frank J. Macklin, treasurer; Russell M. Knepper, secretary and counsel. The trustees are Ralph Clark, Wesley J. Eilber, Earl D. Gardner, Frank E. Kirkpatrick, Irving B. Lentz,

Frank J. Macklin, Harry S. Mesloh, Fred Jaeger and Charles A. Wikoff.

### Ohio Meetings Scheduled

The Association of Ohio Fire Fighters will meet in Columbus in January as also will the Insurance Federation of Ohio and the Ohio Safety Congress. The Ohio Mutual Tornado, Cyclone & Windstorm Insurance Association will meet Feb. 15-17 and the Federation of Mutual Insurance Associations Feb. 17-18. The Farm Bureau Mutual Automobile will hold a meeting March 17-18.

### Ohio Agency Changes

Mrs. E. M. McMillen has succeeded her late husband in the fire insurance business at Mt. Gilead, O. Other recent agency changes in Ohio are: Canton—Canton Associates, Inc., sold to the Pontius Agency Company; Findlay—H. H. Miller has purchased the interest of his partner, Charles Wertz, in the Miller-Wertz Agency; Milan—B. J. Keller Agency sold to John S. Lockwood; Springfield—Fannie E. Considine has taken over the agency of the late M. D. Considine; Steubenville—M. L. Deitz

has taken into partnership in the Deitz Insurance Agency, Joseph Deitz and Vincent Casali.

### Plan Ohio Inspections

Allen C. Guy, manager of the Columbus branch of the Western Adjustment, has been selected to deliver the address before the chamber of commerce at the inspection to be held by the Fire Prevention Association of Ohio at Greenville, Oct. 22. It is expected that State Fire Marshal Ray R. Gill also will speak.

Messrs. Guy and Gill spoke at the recent inspection at Hillsboro, in which 122 inspections were made, 322 recommendations made and 96 defective risks were found. Fifteen inspectors took part.

Greenfield, O., has asked for an inspection and a committee composed of Melvin Barclay and John L. Meyer is making the arrangements. A date has not yet been set.

### Ohio Notes

The Orville McCallis agency at Youngstown, O., has merged with Kennedy & James.

The North America has withdrawn from the Medbur-Wilson Agency at Youngstown, O., and the Alliance has retired from the Davis-Woodman Agency at Youngstown.

## CENTRAL WESTERN STATES

### East St. Louis in Fine Record

#### Since System of Inspections Was Started in 1927, Fire Losses Have Been Reduced

Mayor Frank Doyle of East St. Louis, Ill., has prepared a statement of the fire loss record for his city since 1923 showing the distinct reduction in loss since 1927 when Chief Ames of the fire department instituted an extensive inspection service. Until the inspection service was introduced in East St. Louis fire losses in that town ranged from \$616,991 in 1926 to \$221,625 in 1923. After the first four months of 1927 the system of inspections was inaugurated with the result that during the last eight months of 1927 the fire loss in East St. Louis was only \$24,089. During the first four months of that year the loss was \$257,137. There were 5,716 inspections conducted during the last eight months of 1927.

In 1928 the fire loss was \$113,808 and 14,513 inspections were conducted; in 1929 the fire loss was \$106,150 and 22,598 inspections were conducted while for the first eight months of 1930 the fire loss has been \$87,529 and there have been 14,398 inspections.

Mayor Doyle submitted this statement to the East St. Louis chamber of commerce, the daily newspapers there and the Real Estate Exchange, declaring that this was a creditable showing and asking the continued assistance of citizens so that the fire loss record might be progressively reduced.

### Liaison Committee Plan Approved by Field Club

DETROIT, Oct. 15.—The Michigan Fire Underwriters' Association officially approved the project of George J. Lieber, president of the Michigan Association of Insurance Agents, to create a central liaison committee representing both agents and field men operating in Michigan to maintain contact between the two groups and to further the cause

of stock fire and casualty insurance in the state, at a meeting of the association last week.

President Damon F. Row, Springfield Fire & Marine, appointed three members of the Michigan Fire Underwriters' Association to sit on this committee, together with a similar number of representatives of the other organizations. Those who will represent the field men of the W. U. A. companies will be Mr. Row, Arthur N. McDougall, Royal Exchange, secretary of the association, and E. F. Richards, Great American.

### Indianapolis Losses Lower

INDIANAPOLIS, Oct. 15.—Fire loss in Indianapolis to date this year is approximately \$800,000, \$300,000 below the same period last year, according to Joseph W. Stickney, chairman of the fire prevention committee of the chamber of commerce. Possibility that the per capita fire loss will be reduced in 1930 is seen. Losses on dwellings have decreased rapidly the last few years, but industrial losses remain large.

### Make Insurance Day Plans

INDIANAPOLIS, Oct. 15.—The first meeting of the Indiana Insurance Day committee for 1931 was held Monday noon. Ross E. Coffin is general chairman. Some new plans are being developed, it being the idea that Indiana, being the pioneer in this idea, should strive each year to introduce some new and advanced feature in its program. It is too early to hint at what is planned, Mr. Coffin says.

### Arrange Insurance Course

LANSING, MICH., Oct. 15.—The Lansing Association of Insurance Agents has been active in arranging for the insurance course which has been made a part of the regular curriculum for the public evening schools and which is holding its first class this week. Members of the local board are making most of the arrangements for the course which will extend throughout the fall and winter, with one session weekly on fire and casualty lines. Instructors will

be selected mainly from the board membership, those best qualified to discuss certain specialized lines being chosen to conduct the study of their specialties. Carl Trager, president of the association, is taking a prominent part in arranging the program and mapping out the course of study.

### Plan Blue Goose Initiation

At a meeting Monday of the officers of the Indiana Blue Goose in Indianapolis, Ross A. Moore, most loyal gander, appointed Harold E. Smith chairman of an entertainment committee to arrange for an initiation meeting to be held at a time later to be announced. Roy H. Gustetter and E. H. Richardson were also appointed members of the committee.

### Muskegon Agencies Merge

MUSKEGON, MICH., Oct. 15.—Absorption of the J. D. McMillan agency by the Campeau, Mullally & Meier agency has just been announced. It is the third expansion of the larger agency within less than two years. The original organization was formed in 1922 by O. A. Campeau and Martin Mullally. The business of J. J. Fagan was bought in 1929 and later in the same year the agency was incorporated and consolidated with the Meier Agency of Muskegon Heights, W. A. Meier becoming a third member of the firm. Mr. McMillan becomes affiliated with the agency as an employee.

### Will Inspect Mt. Vernon, Ill.

At the invitation of the chamber of commerce, the Illinois State Fire Prevention Association will make an inspection of Mt. Vernon, Oct. 22. The Rotary and Lions Clubs are cooperating in the activity, which will be featured by a joint luncheon meeting of the two clubs, at which talks will be made by State Fire Marshal S. L. Legreid and members of the speakers bureau of the state organization. Talks will also be made before the pupils of the grade and high schools.

### Rockford Conditions Satisfactory

The engineers of the National Fire Protection Association report that conditions in Rockford, Ill., are quite satisfactory. While losses have been low the number of fires is high. The chamber of commerce has agreed to appoint a fire prevention committee.

### Speed Record in Arson Case

Five days after two buildings burned on his farm near Algonquin, Ill., Charles Borre had pleaded guilty to arson and was sentenced to the penitentiary for one to 20 years. According to State Fire Marshal S. L. Legreid the case sets a record for speed.

Efforts are being made to locate an itinerant salesman who Borre says talked him into having the fire and took \$50 as an advance payment for doing the job. Borre says the salesman failed to show up and that he himself decided to set the fire. Financial difficulties formed the motive.

### Not Evidence of Notice

LANSING, Oct. 15.—Merely because it is customary to send out notices of assessment when they become due and general testimony to that effect is offered, a mutual fire carrier may not expect to prove that such notices have been received and rely upon that belief for cancellation of coverage without further notice when the assessments are not paid, the Michigan supreme court has held in the case of J. B. Foster and

(CONTINUED ON PAGE 30)



# LOYALTY GROUP

## JANUARY 1, 1930 STATEMENTS

NEAL BASSETT, President  
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President and Treasurer  
ARCHIBALD KEMP, 2d Vice-President

### FIREMEN'S INSURANCE COMPANY

OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$60,811,870	\$14,495,225	\$18,777,000	\$27,539,645	\$46,316,645

HENRY M. GRATZ, President  
A. H. HASSINGER, Vice-PresidentNEAL BASSETT, Chairman of Board  
WELLS T. BASSETT, Vice-PresidentJOHN KAY, Vice-President  
ARCHIBALD KEMP, 2d Vice-President

### THE GIRARD F. & M. INSURANCE CO.

\$ 6,252,740	\$ 3,401,657	\$ 1,000,000	\$ 1,851,083	\$ 2,851,083
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NEAL BASSETT, President  
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President  
ARCHIBALD KEMP, 2d Vice-President

### MECHANICS INSURANCE CO.

\$ 5,078,813	\$ 3,335,593	\$ 600,000	\$ 1,143,219	\$ 1,743,219
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NEAL BASSETT, President  
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President  
ARCHIBALD KEMP, 2d Vice-President

### NATIONAL-BEN FRANKLIN FIRE INS. CO.

\$ 5,233,116	\$ 3,070,630	\$ 1,000,000	\$ 1,162,486	\$ 2,162,486
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NEAL BASSETT, President  
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President  
ARCHIBALD KEMP, 2d Vice-President

### SUPERIOR FIRE INSURANCE CO.

\$ 5,073,876	\$ 3,061,200	\$ 1,000,000	\$ 1,012,676	\$ 2,012,676
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W. E. WOLLAEGER, President  
A. H. HASSINGER, Vice-PresidentNEAL BASSETT, Chairman of Board  
WELLS T. BASSETT, Vice-PresidentJOHN KAY, Vice-President  
ARCHIBALD KEMP, 2d Vice-President

### CONCORDIA FIRE INSURANCE CO.

\$ 5,564,987	\$ 3,078,063	\$ 1,000,000	\$ 1,486,923	\$ 2,486,923
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CHARLES L. JACKMAN, President  
JOHN KAY, Vice-President

A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

NEAL BASSETT, Vice-President  
ARCHIBALD KEMP, 2d Vice-President

### CAPITAL FIRE INSURANCE CO.

\$ 652,382	\$ 13,200	\$ 300,000	\$ 339,182	\$ 639,182
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CHAS. H. YUNKER, President  
A. H. HASSINGER, Vice-PresidentNEAL BASSETT, Chairman of Board  
WELLS T. BASSETT, Vice-PresidentJOHN KAY, Vice-President  
ARCHIBALD KEMP, 2d Vice-President

### MILWAUKEE MECHANICS' INSURANCE CO.

\$13,045,126	\$ 7,886,590	\$ 2,000,000	\$ 3,158,536	\$ 5,158,536
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J. SCOFIELD ROWE, President  
J. C. HEYER, Vice-President  
JOHN KAY, Vice-PresidentNEAL BASSETT, Chairman of Board  
EARL R. HUNT, Vice-President  
A. H. HASSINGER, Vice-PresidentS. WM. BURTON, Vice-President  
S. K. McCURE, Vice-President

### METROPOLITAN CASUALTY INSURANCE CO.

\$14,945,383	\$10,320,195	\$ 1,500,000	\$ 3,125,187	\$ 4,625,187
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C. W. FEIGENSPAN, President  
E. C. FEIGENSPAN, Vice-President  
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board

W. VAN WINKLE, Vice-President  
JOHN KAY, Vice-President  
WELLS T. BASSETT, Vice-President

### COMMERCIAL CASUALTY INSURANCE CO.

\$14,741,017	\$ 9,712,813	\$ 2,500,000	\$ 2,528,203	\$ 5,028,203
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TOTAL OF ASSETS	TOTAL OF LIABILITIES	TOTAL NET PREMIUMS
\$131,779,040*	\$58,562,251	\$49,400,938

#### WESTERN DEPARTMENT

844 Rush Street, Chicago, Ill.

H. A. CLARK, Manager

Ass't Managers

H. R. M. SMITH

JAMES SMITH FRED W. SULLIVAN

#### EASTERN DEPARTMENT

10 Park Place

Newark, New Jersey

#### CANADIAN DEPARTMENT

461-467 Bay St., Toronto, Canada

MASSIE &amp; RENWICK, Ltd., Managers

#### PACIFIC DEPARTMENT

San Francisco, California

60 Sansome Street

W. W. &amp; E. G. POTTER, Managers

Ass't Managers

JOHN R. COONEY CHAS. H. GATCHEL

\*Capital and Surplus of affiliated companies owned by Firemen's, appear in gross assets of both

### LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

## Reliability

For over thirty-five years, the type of insurance service which this company has rendered has given to it that reputation which can only come through fair dealing, and the accomplishment of a worthy ideal—a constantly growing clientele.

The  
**Wheeler Kelly & Hagny Company**  
WICHITA - - - KANSAS

## Progressive Kansas Agents—

If you want the best and most liberal automobile insurance agency contract, write the

### MEADE GENERAL AGENCY

TOPEKA, KANSAS

119 West 6th Ave.

Phones 6537-6538

HOLMES MEADE  
LAKIN MEADE

JOE W. HULL  
CHAS. J. SMITH



W. R. DULANEY



P. C. YANKEY



FRANK T. PRIEST



WM. J. BAUERLE



ELMER C. BEEZLEY



CHAS. J. SLAWSON



H. R. JOHNSTON

*The Seven Partners*  
**DULANEY—JOHNSTON—YANKEY—PRIEST**  
Wichita, Kansas

IN these days of *combination and amalgamation* a few of the progressive and far-seeing companies *are decentralizing* and placing Home Office Service at your door as typified by

# KANSAS UNDERWRITERS

General and State Agents, Wichita, Kansas

OVER NINE HUNDRED PROGRESSIVE AGENTS INVITE YOU

Tulsa, Okla.

DIVISION OFFICES:  
Kansas City, Mo.

Oklahoma City, Okla.



# The National Underwriter

THIRTY-FOURTH YEAR  
Number 42

CHICAGO, NEW YORK, CINCINNATI AND SAN FRANCISCO, THURSDAY, OCTOBER 16, 1930

Office of Publication, 175 W. Jackson Boulevard, Chicago, Illinois

KANSAS AGENTS  
CONVENTION NUMBER

## Kansas Agents Hold Record Meeting

### Footo Rebukes Company Spirit

Intolerant, Indifferent to Kansas  
Agents' Problems, He  
Says

### MISSOURI IS FAVORED

Praises Agents for Settlement of Rate  
Case; Scores Carriers for With-  
holding Commissions

*Convention Headquarters  
Wichita, Kan., Oct. 15*

A stinging rebuke was delivered against the companies for withholding from agents one-half of the commission on impounded premiums in Kansas by Charles K. Footo, in his presidential address before the annual meeting of the Kansas Association of Insurance Agents in session at Wichita. Mr. Footo gave credit to the Kansas association for bringing about a compromise in the rate litigation which "will result in savings to the people of Kansas of over \$500,000 annually, which has averted the catastrophe which would have resulted if the individual company law suits had been allowed to proceed."

### Raps Attitude of Intolerance, Indifference

"The companies' continued attitude of intolerance and utter indifference toward the problems which are of vital interest to us," Mr. Footo declared, "is not based on ignorance of the important position we occupy in the entire insurance structure, but rather upon a deep seated conviction that the Almighty has endowed them with a sort of paternal obligation to do our thinking for us."

At the meeting last year at Dodge City, Mr. Footo reminded the association, a crisis existed. Individual company cases in the rate litigation were to be tried in the federal court with the predictable result that some companies would have lost while others would have won—a circumstance which would have thrown the insurance business of Kansas into a "chaotic condition." Furthermore, \$1,200,000 of commission money was tied up in the proposition.

### Leaders Stepped Forward to End Predicament

Fortunately, Mr. Footo declared, leaders stepped forward to end the predicament. Holmes Meade of Topeka was leader of a group, according to Mr. Footo's observations, which brought the two opposing factions together which resulted in a compromise settlement.

### NEW OFFICERS ELECTED

#### PRESIDENT

Charles K. Footo, Wichita

#### VICE-PRESIDENT

S. H. Reynolds, Kansas City, Kan.

#### SECRETARY-TREASURER

Wade Patton, Hutchinson

#### EXECUTIVE COMMITTEE

S. H. Reynolds, Kansas City, Chairman; Bert Mitchner, Hutchinson; Wade Patton, Hutchinson; B. H. Northcott, Jr., Newton; Ray Ghormley, Hutchinson; Holmes Meade, Topeka; R. H. Cravens, Salina.

"Thus ended the eight year litigation," the president observed. The settlement, he said, was beneficial to companies and to the people of Kansas who profited by refunds of \$3,000,000 as well as receiving substantial rate reductions and broader coverage forms. Others who were given credit by Mr. Footo are Howard Wheeler, J. C. Kelly, Cliff Dodge and F. S. Ellis among the agents. Mr. Footo also declared that company representatives demonstrated a splendid spirit in the conferences.

Governor Reed and Commissioner Hobbs also rendered a service in the compromise, he said. "We," Mr. Footo added, "deplore the fact that political mud slingers are now using the rate case settlement to besmirch Mr. Hobbs' administration."

Mr. Footo continued by condemning the subsequent action of the companies. "The companies," he said, "have for some reason quite beyond our understanding, determined completely to

ignore our claim for the return of the balance of our commissions and in so doing, they have shown a decided discrimination against their Kansas agents in favor of the insurance agents of Missouri who were not compelled to contribute any of their commissions in a somewhat similar rate case in that state.

### Friendly Attitude Seen in Some Quarters

"At certain times during the past few years," he continued, "we have been led to believe that a few of the companies were beginning to recognize the justice of our claim and we were hopeful that this friendly attitude on the part of a few would result in their having courage enough to offer some sort of a protest in the councils of the company associations against the continuation of their policy of unjust discrimination against their Kansas agents. The Western  
(CONTINUED ON PAGE 24)



CHARLES K. FOOTO, Wichita  
President Kansas Association



DUANE T. STOVER, Wichita  
General Convention Chairman

### Attendance Hits New High Mark

Notable Lineup of Speakers Makes  
Wichita Convention Especially  
Attractive One

### ALL OFFICERS REELECTED

Interest Taken in Open Discussions  
Adds to Value of Meeting—Round  
Tables Conducted

*Convention Headquarters  
Wichita, Kan., Oct. 15*

For the past few years the Kansas agents at their annual meetings have been holding only a one-day business convention. This year they set aside two days for business and the last day for golf. The success of this year's gathering is evidence of the wisdom of the change. This meeting from every angle was the most successful in the history of the Kansas association. The attendance figures broke all records, there being more than 350 persons registered, and it is certain that more would have attended were it not for the heavy rains in this section, which no doubt kept away many who would have come by automobile. It is no accident when a meeting goes over as this one did. It is certain that there was much planning done by the committee in charge before the meeting.

### Program Worthy of National Meeting

Among the speakers were men who would do justice to a program of the national body. With such men as Clyde B. Smith, former national president; E. J. Schofield, vice-president Globe Indemnity; Spencer Welton, vice-president Massachusetts Bonding; Ray B. Duboc, Fort Scott, president Western companies; J. G. Yost, assistant secretary Fidelity & Deposit; E. D. Lawson, manager western marine department Fireman's Fund; Insurance Commissioner Hobbs and Henry Lindholm, Chicago, Western Actuarial Bureau, as headliners, it can readily be seen why this affair was an outstanding one for the Kansas agents.

### Agents Take Active Part in Discussions

When a large number of agents take part in the discussions it can truly be said that the meeting is worth while. There were two sessions which stood out, the one when Mr. Lawson discussed "Inland Marine Insurance," and the Tuesday morning session on "How  
(CONTINUED ON PAGE 23)

# A Great Mid-Western Institution

Dedicated to unsurpassed service in everything pertaining to the business of Life Insurance.

## IN MISSOURI AND ARKANSAS

We have territory available now with attractive contracts and a well defined plan of General Agency development.

## The Farmers & Bankers Life Insurance Company

H. K. LINDSLEY, President  
J. H. STEWART, Vice-President  
FRANK B. JACOBHAGEN, Secretary

Wichita, Kansas

*"Policies That Protect"*

## Work Cure for Ills of Today

Too Many Panaceas Now Being Offered, E. J. Schofield Tells Kansas Agents

### CAN'T WAIT FOR BUSINESS

Says Agents Must Sell Business Men On Idea That They Have a Real Service to Perform

At the opening session of this year's meeting E. J. Schofield, vice-president Globe Indemnity, speaking on the subject "Get Up and Go," told the agents that the insurance men of today have many practical problems to be solved. He said that many people are giving advice as to a cure for the business ills of today. He thinks, like many others, that many of our ills are imaginary. He suggests that it would be a good thing for business if fewer people were telling us what business needs. Mr. Schofield declared that many troubles come into the business and that in his opinion they can be cured by a simple remedy, that remedy being work. He pointed out that there are too many agents today whose every day life does not contain much work. He believes that if the agency forces will really go to work they will show an increase in production.

### Must Go After Business

He told of the experience of an acquaintance of his in the agency ranks who set himself to the task of seeing five new customers each day. He said that this man after a period of three months had much new business on his books. In the opinion of Mr. Schofield, any agent who will discipline himself and manage himself intelligently can accomplish similar results. Today, he said, there are many agents who are not making money. He further stated that if the agents continue to sit back and wait for business to come to them they will hasten the day of the salaried agent.

### Discusses Credits, Collections

He touched briefly on credits and collections. He believes the agent who extends credit over a long period is kidding himself. The installment payment business, he thinks, has proven good for agents, feeling that there is a place in the insurance business for the installment plan. He said that now is the time if ever when there should not be a rate war. He declared the insurance business has always had troubles and that agents should make up their minds to the fact that they always will have, but that in spite of all of this, individuals in business have survived. He urged the agents to do their utmost to sell the idea to the American business men that they have a real service to perform, and said that he could not emphasize too strongly the necessity of real work by the agents.

### Discuss Installment Payments

President Charles K. Foote, Wichita, was in the chair when the meeting opened. Following the invocation by Dr. Geo. E. Newell, in the absence of W. B. Calhoun, Milwaukee, the newly elected chairman of the executive committee of the National association, who was scheduled to lead the singing, Lester Weatherwax, Wichita, who is associated with the John Hancock Mutual Life, took charge of affairs and handled himself in a very creditable manner. Greetings from the city of Wichita were given by Chief of Police O. W. Wilson. Bert Mitchner, Hutchinson, former president

## Group Meetings Elicit Points of Special Interest

The plan of holding group meetings which proved so popular at the National association meeting at Dallas, was inaugurated at the Kansas meeting.

Group 1 consisted of agents in cities under 5,000. Its chairman was Fred Entriiken, McPherson. Bert Mitchner, Hutchinson, acted as chairman of Group 2, which included agents in cities over 5,000. At the Group 2 meeting, speaking on the subject of advertising for agents, E. J. Schofield and Spencer Welton expressed the opinion that the best means from the agents' standpoint was direct mail service. Julius Wilkus, Topeka; J. A. Kelly, Leavenworth, and Holmes Meade, Topeka, told of the importance of a proper system in an office. In discussing company relations, S. H. Reynolds, Kansas City, said if the agent wants proper relations between the companies and the agents, the agents must at all times treat the company officials as men. He stated it would be well to follow the golden rule.

### Field Men Are Used

Glenn Charlton, Lawrence, told how his office takes advantage of the field men who visit it by putting them to work in helping to secure valuable data in connection with the various risks in his town. L. C. Housel, Salina, said he has been quite successful in building quite a volume of business on little known lines. In discussing local boards, Miss Fay Fitzpatrick, Salina, pointed out for the successful operation of such a board there must be cohesion, education, stimulation and cooperation.

Glenn Hussey, Topeka, said his office recently took on life insurance. He said his experience has been quite satisfactory. His office now has a life insurance man in charge of this department. He thinks this is the proper way rather than to have men handle the fire, casualty lines and life insurance. Dwight Smith, Wichita, said his office to date feels that it should not attempt to write life insurance in competition with the regular life agents. The subject of fire prevention and its benefits were discussed by Gene Baker, Pratt. Charles Blakely, Jr., Topeka, told of the National Board newspaper advertising campaign and urged all the agents to tie up with this advertising.

Kansas association, made the response.

Following the address of Mr. Schofield there was some discussion on the installment plan. R. H. Johnston, Wichita, told of the plan that is being operated by his office. He said the experience has been good. Charles G. Blakeley, Jr., Topeka, said that his office has been using this plan for over a year and that it has worked successfully.

### Forum Was Interesting

The open forum conducted by Spencer Welton and J. G. Yost on "The Development of Fidelity and Surety Business," proved to be a most interesting session.

Ewing Fergus, Wichita, manager Kansas Inspection Bureau, who was in charge of the fire prevention work in Wichita recently, introduced two students of local schools who won prizes for essays on fire prevention. Miss Bertha Clark and Floyd Polk each delivered their prize winning essay.

### Evolution of Credits

Speaking on the evolution of credits M. E. Garrison, Wichita, said the agent who extends unlimited credit is making a serious mistake. In his opinion if you are a real insurance man this matter

(CONTINUED ON PAGE 45)



## Notable Addresses Monday Afternoon

Monday afternoon's session was exceptionally interesting. In addition to the able address of President Foote, in which he gave an account of his stewardship during the past year and the report of Secretary-Treasurer Wade Patton, especially interesting addresses were given by Clyde B. Smith, Lansing, immediate past president National association; Edward D. Lawson, Chicago, manager western marine department, Fireman's Fund; Henry Lindholm, Chicago, superintendent of audit bureau Western Actuarial Bureau, and Charles F. Hobbs, insurance commissioner of Kansas.

The secretary's report shows that at the present time there is a membership of 403. This is a splendid increase. The past year the secretary's office has been extremely busy in connection with the impounded commission case. The finances of the organization are in good shape.

Clyde Smith touched on some of the high lights at the recent National meeting in Dallas. He predicted that the time will soon come when the agents will be receiving a 20 percent flat commission and a 10 percent contingent.

He further stated that in his opinion the non-policy-writing agent should get considerably less commission than that of the agent who writes policies.

He discussed the I. U. B. briefly. He suggested that every agent write a letter to every fire company that is represented in his office, informing the company that he desires the 5 percent over-writing commission from business written in his town through the I. U. B.

Mr. Smith said that the five-year development plan inaugurated by the National body in 1927 is going along successfully.

### Value of Local Boards

He also spoke of the value of local boards, saying that local boards are the basis of all insurance organization activities. The success of the Louisiana agents last year in obtaining a 100 percent increase in membership in the National association, he said, is a fine example as to what may be accomplished through local boards. He declared the time is coming when companies will recognize the local boards. He told the agents, when this time comes, to be sure that they have their local board.

Mr. Lawson's talk was extremely practical and interesting. He handled the subject of inland marine insurance in a manner which brought out much practical information on the various lines which come under the heading of inland marine.

Mr. Lindholm devoted most of his talk to use and occupancy and profits insurance, touching the high spots that concern local agents in the writing of these lines. Commissioner Hobbs among other things said in discussing agents' qualifications that the qualification law which is now included in the insurance code for Kansas should be strengthened. He believes more teeth should be put in it. He told the agents that they should through their legislative committee have the statute amended. When this is done a better class of agents will be drawn into the business. He does not believe that automobile salesmen should be allowed to sell insurance. In his opinion such a man does not render service that a bona fide agent does.

The rate settlement in Kansas was touched on by the commissioner. He reviewed briefly some of the elements that entered into this case. He thinks the Kansas people got the best settlement possible.

## Honored by Agents



HOLMES MEADE  
Topeka

## Attendance Hits New High Mark

(CONTINUED FROM PAGE 21)

to find and develop Fidelity and Surety Bonds," in charge of Spencer Welton and J. C. Yost. At both of these many agents took part in the discussions. Some very practical thoughts were brought out at the group luncheons, several agents and company officials also expressed their views on various subjects of interest to the fraternity.

Charles K. Foote, Wichita, who has served so well as president during the past year and who presided over this year's meeting in such an able manner, was reelected president. S. H. Reynolds, Kansas City, Kansas, was again chosen vice-president. The executive committee selected Wade Patton, Hutchinson, to succeed himself as secretary-treasurer. Topeka and Lawrence extended invitations for holding the next meeting in their cities.

Tuesday afternoon there was an executive session for agents only. Rosse Case, Marion, was made chairman of a committee to meet with the superintendent of insurance in an effort to bring about a conference with the companies writing farm business in the hope of securing changes in the forms and rules.

## Wichita Seeking National Mid-year Meeting in 1932

The Wichita Insurers are out to land the mid-year meeting of the National association for 1932.

Wichita, a city of over 111,000 population, has ample hotel facilities for handling such gathering. In addition to the two first class hotels of which the town now boasts, a new 17-story hotel is nearing completion. Wichita has good railroad facilities.

The local board of Wichita is one of the strongest local boards in the middle west. The Wichita people have demonstrated at this year's state meeting that they know how to stage a meeting and they feel certain that in picking their city for the mid-year meeting in 1932 the National association would be wise.

When introducing Bert Mitchner, Hutchinson, President Foote dubbed him the orator of the Kansas association. Mr. Mitchner is deserving of this high compliment.



# WE ARE WHAT WE ARE BECAUSE WE ARE WHERE WE ARE

TO OUR NEIGHBORS, THE INSURANCE AGENTS  
OF KANSAS;

The Western Fire Insurance Company and The Western Casualty and Surety Company have extended their activities from New York to California, and from the Canadian border to the Gulf, but the West is our home, and we share justifiable pride in the traditions and heritage of the West.

The campfires, Indians and cowboys of pioneer days are gone, supplanted by the modern empire of thriving industry and metropolitan cities, but there remain the spirit of hospitality, and open-handed friendliness, that ever have and ever will characterize the West, and all its institutions.

THE WESTERN INSURANCE COMPANIES are proud of the significance which their name and location suggest, and endeavor to reflect in every transaction the true spirit of "Western Friendliness."

## THE WESTERN FIRE INSURANCE COMPANY THE WESTERN CASUALTY AND SURETY COMPANY

Home Office: FORT SCOTT, KANSAS



## Thanks

to our loyal membership  
and to those fine gentle-  
men who made our con-  
vention a success

Clyde B. Smith  
E. J. Schofield  
Spencer Welton  
Edward D. Lawson  
Henry Lindholm  
Charles F. Hobbs  
M. E. Garrison  
Sylvester A. Long  
Hon. Henry J. Allen  
Orlando W. Wilson

## WICHITA INSURORS

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## Would Bar Licensing of Auto Salesmen as Agents

In resolutions adopted by the Kansas Association of Insurance Agents the officers are asked to instruct the legislative committee to include in the insurance code an act which will prohibit the licensing of automobile salesmen for the writing of any class of insurance, and this body is also asked to attempt to include in this code a ruling which will not permit finance companies to write other than fire, theft and single interest collision.

The Kansas agents feel that the brokerage on all business written by the Interstate Underwriters Board should be paid to the local agent of the locality where the property is located.

The association also feels that it should do everything in its power to

eliminate overhead writing. It feels that this menace cannot be eliminated without the full cooperation of all members who must, in order to secure relief, promptly report this abuse in the business to the chairman of the executive committee, who in turn shall be empowered to take the matter up with the insurance department of the state. It is impossible for the insurance department to take any action without specific notice of definite abuses along this line.

Another suggestion is to the effect that the executive committee be empowered to employ permanent counsel in Topeka to look after matters requiring legal attention as regards legislative matters with a bearing on the insurance business or agents.

## Footo Rebukes Company Spirit

(CONTINUED FROM PAGE 21)

Underwriters Association held its semi-annual convention in Toronto and so far as we have been able to learn, the powers which dominate that organization continue to control it and were able to prevent any possible discussion of our claim on the floor of the convention.

"We are passing through a crisis," seems to be the theme song of all company representatives whenever they speak for publication and they never fail to stress the point that the American agency system is facing a condition today which threatens its very existence.

**Quotes Walter Bennett**

"In the words of our eminent secretary, Walter H. Bennett, 'There seems to be in the company mind an unconscious but well defined feeling of intolerance toward any claim the agent may make that, as an integral part of the insurance business—the means through which it has grown to its present proportions—he is entitled to its confidence and to a voice in its councils in important matters. Too often we see in the company attitude the sincere though misguided conviction that to the agent the company's word is sacred; its wish is law.'

"We do not claim that membership in our organization immediately develops an agent to the point of perfection, but we do know that a vast majority of our members are capable and intelligent business men who are devoting their lives to the upbuilding of a mighty business and it is indeed disheartening to be continually confronted at every turn by an almost insurmountable indifference on the part of the companies toward any question which does not meet with their immediate approval.

**What the Agent Does**

"Small consideration is given to the fact that it is the agent who is constantly on the firing line. It is the agent who is continually fighting the aggressive advancement of mutual competition. It is the agent who is daily extolling the virtues and financial soundness of good old stock company insurance. It is the agent who, through his personal acquaintances and local political influence, is continually holding back the natural tendency of state legislatures to further harass the insurance companies with additional taxation and government control. It is the agent who is always on hand at the time of disaster and loss, to counsel with the policyholder and smooth the way for a satisfactory adjustment of his loss. It is the agent who explains in a simple understandable way the various technical points when the assured is befuddled by the compli-

cated phraseology of an insurance contract. It is he who is ever on the alert to point out existing fire hazards and make constructive recommendations toward their elimination. It is the agent whom the assured depends upon for the prevention of lapsed policies."

**Agency System Is Safe**

Mr. Footo entered a strong defense for the American agency system and declared that its existence is not threatened.

The president also commented on the fact that the committee on acquisition costs of the National Convention of Insurance Commissioners embodied in its report the recommendations of the agents. Especially did he commend the recommendation of the committee that unnecessary and unqualified agents be abolished. All of the recommendations of the committee have been "substantial planks in our platform for quite some time and to have the adoption of these vital questions advocated by the most powerful and influential body of men in the insurance business today is to me positive proof of their everlasting soundness."

Credit for much of the accomplishment in membership activities was given to Wade Patton of Hutchinson. The association's membership now stands at 400.

Many of the new members have been recruited from the central and western parts of Kansas where most of the towns are small and agencies scattered. This is an indication, according to Mr. Footo, that Kansas agents who do not have the advantage of frequent intercourse with their associates, are beginning to realize the value of organized effort.

## Banquet Was Delightful Affair and Well Attended

At the banquet Monday night short talks were made by Duane Stover, Wichita; J. G. Yost, assistant secretary, Fidelity & Deposit; E. D. Lawson, Chicago, manager western marine department Firemans Fund; Spencer Welton, vice-president Massachusetts Bonding; E. J. Schofield, vice-president Globe Indemnity, and Clyde B. Smith, Lansing, Mich., past president National association.

The banquet was a delightful affair and was well attended. President Charles K. Footo was toastmaster. The invocation was given by Dr. E. E. Stauffer. There was an address by Sylvester A. Long, president Wichita chamber of commerce, after which there was entertainment.

Order your 1931 calendars now. See page 8.



## Some Kansas Convention Pickups

Not only were the business features well looked after, but it would seem that no effort was spared by the Wichita Insurers in an effort to entertain their guests. For instance, when a person registered in addition to his badge he was given a ticket which when presented at the box office of any of the leading theaters in Wichita entitled him to admission. The guest was furnished with a ticket which entitled him to a trip over Wichita in an airplane. A ticket admitting the guest to the golf Dutch lunch Wednesday noon was also included. In addition to all these there were tickets of admittance for the dance Tuesday night, the banquet Monday evening and the golf tournament Wednesday.

**R. S. Buddy**, vice-president Glens Falls, was a visitor at this year's meeting. Mr. Buddy, who for many years traveled the Texas field for the Glens Falls, attended the National meeting at Dallas last week. He was in Houston, Tex., over the weekend and made the trip to Wichita from that point.

**James E. Guy**, Chicago, manager of the automobile department for the America Fore group, was a visitor at this year's meeting. Mr. Guy has a host of friends among the Kansas agents.

**Clyde B. Smith**, fresh from Dallas, where he presided over the National association meeting as its president, and Mrs. Smith attended the Kansas meeting. Before returning home, Mr. and Mrs. Smith will attend the meeting of the Missouri Insurance Agents Association at Jefferson City, Oct. 16-17.

**Will J. Miller** and **W. C. Studebaker** of the firm of Miller-Studebaker Company, Topeka, were on hand visiting with many of their agents who were in attendance. Mr. Miller was in attendance at the National meeting at Dallas last week. He was home for the week-end and arrived in Wichita Monday morning.

**Percy H. Goodwin**, San Diego, Cal., newly elected president of the National association sent a telegram to President Foote expressing best wishes for a successful meeting. George J. Lieber, Detroit, president of the Michigan association, also sent a word of greeting.

**Edward D. Lawson**, Chicago, manager western marine department, Fireman's Fund, again made a hit with the Kansas agents. This is his second appearance before the Kansas men. He appeared on the program at Hutchinson in the spring at the time of the Kansas Insurance Day meeting.

**Clyde W. Miller**, president Preferred Risk Fire, Topeka, and **L. R. Burt**, secretary, were visitors at the meeting.

Much credit is due the committee in charge who outlined this year's program. The arrangement of the speakers and the subjects assigned them shows that considerable thought had been given in advance to these matters.

Monday noon a Dutch lunch was served. All in attendance at the meeting were guests of the **Wichita Insurers**.

**L. N. Ewing** of L. N. Ewing & Co., general agents, Tulsa, Okla., made the trip to Wichita. Mr. Ewing attended the Dallas convention last week. He returned to his home for a few days and then came on up to Wichita. His agency operates in Oklahoma and Kansas.

**Miss Fay FitzPatrick**, Salina, Kan., who is a regular attendant at the annual meetings, was on the job again this year.

One of the newcomers at the Kansas meetings was **J. H. Good**, Kansas City, Mo., who conducts the J. H. Good General Agency. He represents through his general agency companies operating in Kansas and Missouri.

**Glenn Charlton**, Lawrence, former president of the Kansas association, was very much on the job at this year's meeting. He was unable to attend the

last annual meeting but had been a regular attendant at practically all meetings previous to that time.

**Herbert Cobb Stebbins**, Denver, president of the American Association of General Insurance Agents, and **Clarence Cobb**, both members of the firm of Cobb, Miller & Stebbins, Denver, attended the

Kansas meeting. They also attended the National meeting at Dallas last week.

**F. P. Stanley**, vice-president Glens Falls Indemnity, is another of the casualty executives who had attended the Dallas meeting and came to Wichita for the Kansas gathering.

Assistant Secretary **J. G. Yost**, Fidelity & Deposit, and Mrs. Yost were among those present. It has been a rather strenuous few weeks for the Yost

family. They attended the casualty convention at White Sulphur Springs and from there went immediately to the National convention at Dallas, coming from Dallas to Wichita.

**G. N. Gardner**, secretary Merchants Fire of Denver, was a visitor at the meeting.

**H. K. Robison** of Philadelphia, manager of the service brokerage department of the North America at its head office, is spending the week in Chicago.

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INSURANCE, TOPEKA, KANSAS  
TOPEKA, KANSAS

**Service to Agents**

LAST WEEK the Independent General Agents convention was held here in Topeka. Approximately 1,500 members from Kansas, Oklahoma, Missouri, and Nebraska attended. As you know it is an organization of independent agents.

Naturally, our interest in the convention was to inform the Kansas members that they should buy their insurance from their own local insurance agents, and see to it that the State as has been done in some states. Thus a very influential man was able to get this idea across.

Above we are reproducing in miniature one of the big posters which we placed in these convention meetings, because we want you to know that the Miller-Studebaker Agency overlooks no opportunity to be of service to you.

Very truly yours,  
**MILLER-STUDEBAKER AGENCY**

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All firms are members of American Association of Insurance General Agents

# Nebraska Insurance Day Celebrated

## Nearly 1,000 at Omaha Session

Prominent Men Representing All Parts of Insurance World Speak

### DORT SUGGESTS CHANGES

Advocates Taking Business Out of Politics—Urges Additional Punishment for Misrepresenting Policies

OMAHA, Oct. 15.—Marked by an attendance of nearly 1,000, Nebraska Insurance Day was held here last Friday, sponsored by the insurance division of the Omaha chamber of commerce.

Harry B. Fleharty, assistant city attorney, delivered the address of welcome, to which Chairman Frank T. B. Martin responded.

Among the prominent men of the insurance world here, for the meeting were: W. J. Graham, vice-president of the Equitable Life of New York; Spencer Welton, vice-president Massachusetts Bonding; James L. Madden, third vice-president Metropolitan Life; Dana Pierce, president Underwriters Laboratories, Chicago; Edward D. Lawson, Chicago, manager western marine department, Fireman's Fund, and Commissioner Lloyd Dort of Nebraska.

#### Dort Submits Changes

A long list of changes in the state insurance law was submitted by Commissioner Dort. He declared that companies should be allowed to do business on a basis of taxation, as nearly uniform and equitable as can be secured.

Among changes he suggested for presentation to the next legislature were: Taking insurance out of politics, as suggested by Governor Weaver, and placing it under an official removable only for cause; providing additional regulation and penalties for persons who misrepresent their policies; punishing persons who slander an insurance company; additional inspection by qualified investigators.

Mr. Dort said that, in 1929, there were 601 insurance companies doing business in Nebraska. Of the total of \$4,444,553,958 of all insurance in force in this state last year, approximately one-fourth was with Nebraska companies, he stated. He urged the insurance men of Nebraska to be diligent in taking precautions "against the diseases and evils which may from time to time attack the insurance business."

#### Writing at Top Records

"Life insurance companies of the United States," said Mr. Graham, "are writing at the top record. The volume is about equal to last year, which was a record year."

C. R. McCotter, chairman of the insurance division of the chamber of commerce, was chairman at the banquet. The principal address was given by Vice-president Madden of the Metropolitan Life, on "Insurance as a Social and Economic Stabilizer."

"Amounts involved in group policies reached a new peak when the Union Pacific took out a 100 million dollar policy covering employees over its entire system," said Mr. Madden. "Life

### Directs Activities



FRANK T. B. MARTIN, Omaha Chairman, Nebraska Insurance Day

insurance has shown itself to be practically a depression-proof business. The volume, surplus and assets of companies have held up in the face of the recent general business decline. Life insurance is organized thrift. It has been used extensively since the stock tumble to rebuild estate. Enormous sums of insurance have been sold to fill in the gap of stock losses and depressed values while the purchaser of the insurance is struggling to build anew.

#### Covers Every Type

"Usages of life insurance have been greatly expanded in recent years, until it reaches out to cover the rich as well as the man without property. Last year, insurance in the amount of \$8,000,000 was taken out on the life of a man whose inheritance taxes would exceed the amount. This shows the foresight in preparing for payment of a tax which otherwise might cause great sacrifice in the sale of securities not only to the estate but to other persons associated in the business enterprises of the man."

He said group insurance has had a remarkable growth in Nebraska, with about 75 million dollars in force, or equal to \$60 per inhabitant.

Speaking as a lawyer and an underwriter, Frank T. B. Martin deplored "harmful, vicious and malicious legislation" directed at honest business, terming it one of the causes of increases in insurance rates. There are 2,000 proposed laws before legislatures affecting insurance, he stated.

"The bill the American public pays each year for insurance premiums amounts to \$5,250,000,000," said Mr. Martin. Nebraska policy holders contributing \$50,000,000 of that sum. He estimated that Insurance Day this year brought more insurance men from every branch of insurance in Nebraska than have ever been assembled in the history of the business.

Mr. Lawson spoke on inland marine insurance, covering pioneering in aviation insurance and policies protecting golf trophies and wedding presents.

#### Fire Prevention Most Important

The most important duty of a fireman is to prevent fires rather than extinguish them, said Dana Pierce, president of the Underwriters Laboratories of Chicago.

"A fire department functioning at its

(CONTINUED ON NEXT PAGE)

## Dort Proposes Many Bills to Correct Business Evils

A set of 22 insurance enactments and subjects which should come before the Nebraska legislature at its next session was presented by Commissioner Lloyd Dort of Nebraska in his address at Omaha during Nebraska Insurance Day. These bills, according to Mr. Dort, would all be in the best interests of insurance and business.

Mr. Dort's first proposal was that the insurance commissioner be removable only for cause. This would take insurance out of the "tide and sway of politics," the commissioner declared. Moreover, Mr. Dort recommended that adequate appropriations be made to provide for inspectors and investigators so that investigations might be conducted by recognized and efficient methods.

#### Twisting, Misrepresentation

"Additional regulation, supervision and penalties should be provided for all persons and agents guilty of misrepresentation and twisting. Probably conviction could be had and penalty assessed under the general penalty act but law and procedure are inadequate," he declared.

Sandwiched in among the recommendations was a law providing qualification for agents.

The legislature might consider the advisability of standard provisions for automobile policies. Furthermore, the group insurance law should be made more definite. Juvenile insurance by fraternal should be made more definite.

#### Assessment Companies

In the statute on limitation of liability for assessment in assessment companies, the amount of the limitation should be made more definite, Mr. Dort advised. A section of the law relating to removal to federal court and penalty thereof should be eliminated by repeal, because that section has been held unconstitutional, Mr. Dort declared. Two sections pertaining to violation of the laws of insurance, Mr. Dort believes, should be incorporated in the insurance code of laws. Another section, he declared, should be amended by providing a penalty for not filing annual statements within the statutory time.

"Where complaint is filed with the county judge the cost should not in the event of failure to convict the agent, be assessed against the complaining assured," Mr. Dort asserted. "Cost should be assessed as upon a complaint filed by a county attorney. Additional authority should be conferred upon the department and adequate procedure for cancellation of license provided. For misrepresentations and for twisting and like violations of law a direct penalty perhaps should be provided in addition to cancellation of license. The general penalty and procedure to operate thereunder are not sufficiently direct and certain."

#### Incorporation of Companies

Another section pertaining to incorporation of companies, Mr. Dort declared, should contain a provision that companies in process of organization should qualify for business operation within a reasonable stated period after their articles of incorporation have been approved by the department. Money collected, he explained, is often retained for an unreasonable length of time with no progress on the part of the embryo company. There is danger of loss to interested persons and court action should not be required to obtain refunds of money advanced in a cause that

is either hopeless or indefinitely postponed for action.

Moreover, Mr. Dort believes some definite statute should be enacted affording jurisdiction and procedure for supervision of the sale of capital stock of insurance companies. Such stock, he observed, is excepted from the securities act or "blue sky law."

Still another section prohibiting any person from acting as soliciting agent or broker should carry an express penalty for violation. The section referring to policy fees should provide a reasonable limitation, the commissioner declared.

#### False Entries, Statements

Mr. Dort stated that a special statute should be enacted providing a penalty for false entries in company records and false statements made to examiners or to the department.

Slander or defamation of an insurance company and spreading false reports should be punished, the commissioner advised.

Mr. Dort's final recommendation was for the enactment of three companion laws to strike at the evil of unadmitted foreign insurers doing business by mail, radio, and advertising methods.

"Unadmitted foreign insurers are doing unauthorized insurance business in this state," Mr. Dort observed. "The excuse for not being admitted is that they do not wish to do business through agents but only by mail, radio and advertising methods. It is not necessary to discuss the evils of such unauthorized business nor the unfair competition that necessarily results in discrimination to some extent against the authorized business. The mandate to the legislature expressed in the constitution of Nebraska is: 'The legislature shall provide by general law for the organization, regulation, supervision and general control of all corporations. \* \* \* Foreign corporations transacting or seeking to transact business in this state shall be subject, under general law, to regulation, supervision and general control, and shall not be given greater rights or privileges than are given domestic corporations of similar character.'

#### Should Obey Mandate

"The legislature," he proceeded, "should not only obey this mandate but extend it to cover all insurers when applied to insurance corporations."

"The means to this end, we believe, can be obtained by amending section 7788, compiled statutes of Nebraska for 1922, requiring insurance to be written only through agents by making provision for domestic and foreign insurers to transact business solely by mail and advertising in this state and by making necessary and fair exceptions, but otherwise requiring general compliance with our laws as required by companies doing business through agents."

"A companion act," he continued, "should be passed prohibiting the transacting or doing of any insurance business in this state by an unadmitted and unauthorized insurer. The act should define 'doing of insurance business' in such terms as to include acts actually and physically done in this state, as principal or accessory, and also those constructively so done. This would result in violation of the law of this state punishable here and dependent for conviction of the offender and execution of the sentence only upon securing jurisdiction of his person. Proper exceptions



relieve the act from constitutional objections without materially weakening it.

#### Third Companion Act

"A third companion act is required which would be applicable to all crimes constructively committed as principal or accessory. Nebraska now has an act making an accessory guilty and punishable as a principal. The third act is necessary because, under the federal constitution and act, only a fugitive from justice may be extradited. A person could commit a crime constructively and not be a fugitive. Any such person could not be extradited as a fugitive. However, the states, under sovereign powers, in our opinion, have the power to pass state extradition acts providing for extradition where the person charged with a crime is not a fugitive from justice, and hence does not come under the jurisdiction and power delegated to congress. By the exercise of comity and the passage of like extradition acts, enforcement of this program against unauthorized insurance seems assured. United States Supreme Court decisions support this procedure. Should unauthorized companies be made to comply with our laws?"

#### Expiration Date Considered

A change in the date of expiration for licenses seems desirable, Mr. Dort added. "The present date is bad for hail companies and none too good for others," he said. Conflict as to expirations continually arises with other states. Fixing an earlier date, he declared, might at least decrease the length of time intervening because of the difference in expiration dates.

"The law should make definite provision as to agents for or restriction to attorney-in-fact for reciprocals," Mr. Dort asserted.

The commissioner also suggested that the statute be changed so that a corporation or copartnership might be licensed as an agent or broker.

## Nearly 1,000 at Omaha Gathering

(CONT'D FROM PRECEDING PAGE)

best should be educating the public on fire prevention methods," said Mr. Pierce. "The fire loss in Omaha in 1929 was about \$5 per capita and the average loss for the past five years was \$3.50. A great majority of these fires could have been prevented."

He advocated establishment of a fireman's school and a drill tower for practical fire extinguishing demonstrations.

"Omaha, with four inspectors, is far short of the number needed, according to Mr. Pierce. "Industrial establishments should be inspected at least once a month and homes once a year or oftener."

Until this year, the Nebraska Insurance Day has always been held in Lincoln, but now it will alternate between Omaha and Lincoln, according to Frank Martin.

In his talk at the luncheon, Mr. Welton opposed the government's entry into private business. "It may seem selfish to restrict our business, to ourselves," he said. "However, if the government enters the insurance field we may expect that very properly it may go into the manufacturing, wholesaling, and retailing business, in competition with private enterprises."

#### Mill Owners' Agents Meet

DES MOINES, Oct. 15.—Approximately 125 members of the agency force of the Mill Owners Mutual Fire held a two-day meeting here last week. The states represented included Iowa, Illinois, Wisconsin, Nebraska, Kansas, Missouri and Oklahoma. Some of the speakers on the program were J. J. Fitzgerald, secretary and treasurer of the Grain Dealers National Mutual Fire; Harold Shier, Madison, Wis.; Millard Kohler, Parsons, Kan.; C. M. Reed, R. F. Nelson and H. B. Carson.

## Welton Charges Insurance With Attitude of Apathy

### REQUIRES BETTER PUBLICITY

#### Company Executive Tells Nebraskans Self-Centered Policy Jeopardizes Public Relations

Insurance day gives the insurance men an opportunity which they have been too busy and self-centered to take advantage of to tell the public much of their ideals and the modus operandi of the insurance business, Spencer W. Welton, vice-president Massachusetts Bonding, stated in his talk at the Nebraska Insurance Day celebration at Omaha, Oct. 10.

He said because insurance is great and also public in character it is a constant challenge to professional politicians, radicals and demagogues.

#### Dangerous Legislation

Despite the sad experience with government operations of industry and compulsory and monopolistic insurance, Mr. Welton said, bills are being introduced in legislatures with increasing restrictions and more dangerous provisions than before. He said this is partly the fault of insurance men who have not explained the sound principles of community service upon which insurance rests.

"We must show the public and our legislators what we are doing and how our corporate activities properly meet their corporate and individual activities," he said. "We must establish community interests so that there may be a real understanding of insurance and confidence in sound insurance companies."

"We insurance men welcome constructive criticism and intelligent supervision, but we don't like to find ourselves continually fighting for existence, and we don't want the kind of punitive legislation which will prevent legitimate growth and the development of this great business."

Mr. Welton said cooperation is more than an idea, that it is and always has been necessary to existence itself.

## Federation of Labor Hits Unemployment Insurance

The American Federation of Labor has taken a decided stand against compulsory unemployment insurance. In 1906 the convention of the federation refused to endorse this plan. In 1913 a declaration was adopted stating that "there are many ways in which organized labor and the general public could mitigate the evils of unemployment without an elaborate program of social justice or economic reforms." In 1916 the convention criticized a union for asking Congress to investigate compulsory social insurance. The conventions of 1928 and 1929 placed emphasis on stabilizing production and distribution.

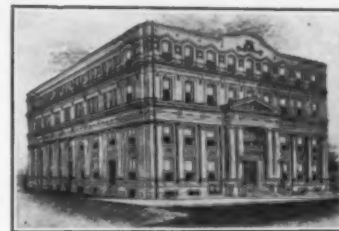
A large measure of American labor's hostility to compulsory unemployment insurance arose from the investigation of the European system by the late Samuel Gompers.

## Fire Loss for Year Mounts as September Is Reported

Fire losses in the United States during September, according to the National Board, aggregated \$35,230,456, as against \$29,249,335 for the same month of last year, increasing to \$348,421,021 the record for the first nine months of 1939. This is an increase of \$26,646,485 over the corresponding period last year.

The heavy losses in September are attributed in part to drought and to laxity in the care of some industrial properties as a result of the general business depression.

# 1st at home



This year, the year before and for many preceding years the Bankers Life of Nebraska has led all companies in Insurance written and Insurance in force in its home state.

## BANKERS LIFE INSURANCE COMPANY OF NEBRASKA

Lincoln, Nebr.

(Inc. 1887)

Assets Over \$38,500,000 Insurance in force over \$140,000,000

A general insurance agency handling all kinds of insurance

## Morrison & Clark

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The Northwestern Mutual Life  
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REED'S new book, "Adjustment of Fire Losses," is a comprehensive account of the methods to be followed in the adjusters work from start to finish. Single copy \$4. Order from The National Underwriter.

THE SATURDAY EVENING POST

44

IF IT HAPPENED



to YOUR FURS, would you be INSURED?

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a careless check girl ...  
a lucky thief ...  
a serious fire ...  
a "lost in transit" story ...

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8th Floor, Hurt Bldg.

## Central Western State News

(CONTINUED FROM PAGE 18)

Eliza J. Foster vs. Farmers Mutual of Calhoun County.

### Bugbee Praises Detroit Department

DETROIT, Oct. 15.—Percy Bugbee, assistant managing director of the National Fire Protection Association, addressed the convention of Michigan fire chiefs in Detroit last Friday, telling

them that Detroit has the most efficient fire department in the United States from every angle. His association sends fire chiefs from all over the country to learn Detroit methods, he added.

## Indiana Notes

W. P. Ray and his son J. W. Ray, Indiana state agent of the Alleman, are in Pittsburgh this week attending the annual conference of the company's field men.

A. D. Yeaton of Chicago, general agent of the New Hampshire, passed through Indianapolis last week, returning from a motor trip to the company's home office. He was accompanied by his wife. They made a short visit with Indiana State Agent Clyde W. Blackard.

## STATES OF THE NORTHWEST

### Enck & Linnell Sign Contract

Minneapolis Firm Becomes General Agents for Michigan F. & M. in Minnesota

Harding & Lininger, western managers of the Springfield, have appointed Enck & Linnell of Minneapolis as general agents for Minnesota for the Michigan Fire & Marine, a member of the Springfield group. In arranging for this representation Harding & Lininger are making an exception to their usual policy in connection with general agents.

"This young but aggressive firm," the managers declare, "is building up a very fine business for the companies it represents through its engineering and general insurance service to agents."

"The Michigan Fire & Marine, now in its 50th year, has a capital of \$1,000,000 and policyholders' surplus of \$2,122,277, and its increased carrying capacity afforded by its increased assets and affiliation with the Springfield is bringing a substantial increase in premiums."

### Clyde B. Smith, H. S. Ives to Address Wisconsin Agents

MILWAUKEE, Oct. 15.—Clyde B. Smith, Lansing, Mich., past president of the National Association of Insurance Agents, will address the annual convention of the Wisconsin Association of Insurance Agents in Milwaukee Oct. 28. Henry Swift Ives, counsel of the Association of Casualty & Surety Executives, will also be a speaker.

A number of informal talks are scheduled by local agents of the state who will give their opinions and experiences on various problems confronting them at present, and who will outline programs for 1931. Following the luncheon there will be a round-table discussion.

### Seeks to Retain Title

The fire prevention committee of the Oshkosh, Wis., chamber of commerce is making a determined effort this year to retain its state and national standing in the national fire prevention contest. Last year Oshkosh captured second place in Wisconsin and was awarded seventh honorable mention in the United States.

Mrs. Myrtle B. West is chairman of the fire prevention committee. Part of the program consists of lectures delivered before the Rotary Club, Kiwanis Club, Wednesday Noon Club and Lions' Club at their luncheons. Among the speakers are D. O. Stine, state agent St. Paul Fire & Marine; C. P. Helliwell, general agent New Brunswick, and C. W. Hutchinson, state agent Pennsylvania Fire.

### Jost Opens Special Agency

W. W. Jost, former field man, has opened an independent special agency office in connection with his Eau Claire, Wis., local agency. He will specialize

in transfers, collecting delinquent balances, making new agency connections, inspecting undesirable risks, adjusting small losses, where no field men are available to attend to these details. Mr. Jost has had 15 years' experience in special agency work and has had ten years' experience in the Dean schedule and inspection bureau rating.

### Wisconsin Field Men Busy

MILWAUKEE, Oct. 15.—Members of the Wisconsin State Fire Prevention Association did yeoman service for the cause of fire prevention last week, answering calls to address various groups through the state. Clarence R. James, special agent for the Aetna, spoke before the Rotary Club at Wausau on Oct. 13. The club was unable to secure a speaker last week, and so scheduled the subject for this meeting.

Roy T. Nicholson, Michigan Fire & Marine, spoke last week at Sheboygan and Frank R. Daniel, chief engineer Wisconsin Inspection Bureau, at Watertown and elsewhere. C. P. Helliwell, New Brunswick; D. O. Stine, St. Paul Fire & Marine, and C. W. Hutchinson, Philadelphia Fire & Marine, addressed service clubs at Oshkosh.

### Minnesota Blue Goose Meets

MINNEAPOLIS, Oct. 15.—The Minnesota Blue Goose was addressed by Curtis M. Johnson of Rush City, Minn., at the weekly luncheon Monday. A report of the grand nest meeting was presented by Robert R. Bruen. Charles F. Butts, most loyal gander, presided.

### North Dakota State Hail Report

Losses on 9,848 claims to the North Dakota state hail insurance department this season totalled \$1,953,475, Martin S. Hagen, manager of the department, states. This is \$398,412 above the amount paid last year on 8,151 losses.

The risk carried by the department this year was \$46,185,555 on 6,480,226 acres, according to Mr. Hagen.

"The management of the department had anticipated an increase in acreage insurance this season over last year but had hardly hoped to insure 500,000 acres more," Mr. Hagen said. "Records show actual increase in insured acreage of 569,632, an actual increase of 10 percent."

## Wisconsin Notes

The E. A. Piepenbrink & Co. agency, Milwaukee, has added a life insurance department.

Anthony B. Schmitz, local agent at Kenosha, Wis., is ill in a hospital at that city.

Arnold Moeller, with the insurance department of the B. C. Ziegler Company, West Bend, Wis., and Miss Verna Dobratz of Milwaukee were married in Milwaukee last week.

Sponsored by the chamber of Commerce, the Wisconsin State Fire Prevention Association will conduct an inspection of Oconomowoc, Oct. 21. A public meeting will be held in the eve-



ning, at which members of the speakers bureau of the association will speak.

The **John C. Haley & Sons** agency, Madison, Wis., has opened a life insurance department. Earl D. Haley, who graduated from the University of Wisconsin school of commerce this year, will manage the new department, joining the firm established by his father 35 years ago.

#### Dakota Notes

**Henry D. Murphy**, local insurance man, has been unanimously indorsed for postmaster at Bismarck, N. D., by the executive committee of the Republican county organization.

A two-day educational and inspection campaign will be conducted in **James-town**, Oct. 28-29, by the North Dakota State Fire Prevention Association. The Rotary, Kiwanis and Lions clubs will cooperate in the work, and the Boy Scouts will participate in the inspection program.

**D. C. Bell**, founder of the David C. Bell Investment Co. and one of the pioneer insurance men of Minneapolis, is dead at the age of 89. He founded his business in 1880 and it became one of the largest insurance agencies in Minnesota.

### Missouri Valley State News

#### Clinton Fire Loss Is Low

##### National Board Engineers Comment on the Fire Fighting Facilities of the City

Engineers for the National Board report the gross fire loss for the past five years in Clinton, Ia., at \$198,171 with the average loss per fire \$152, a low figure, and the average loss per capita \$1.59, a low figure.

The water supply was declared to be moderately inadequate but mainly reliable while the distribution system is weak except in the central part of the city. The fire department is seriously undermanned and somewhat under equipped and the fire alarm system is inadequate and unreliable. Severe individual to group fires are declared to be probable in most of the blocks in the principal mercantile district, due to weak construction and an undermanned fire department.

#### New Oskaloosa Agency

Col. J. E. Bartley and C. H. Kissick have purchased the insurance department of the Bell Investment Company, Oskaloosa, Ia. Col. Bartley has been associated with the investment firm, in charge of insurance, for several years. Mr. Kissick joined the Bell company the first of the year. The new agency will be known as the Bartley-Kissick Company.

#### Cats Meow Holds Outing

ST. LOUIS, Oct. 15.—The Cats Meow minstrels made their initial appearance on the annual family excursion of the St. Louis court on the steamer Cape Girardeau Oct. 11.

Among the guests was Joe A. Bennett, western department manager of the Phoenix Assurance. Mr. Bennett won first prize in the bridge competition.

The Cats Meow is on record against the state-fund workmen's compensation proposal to be voted on Nov. 4. A special committee has been appointed to arrange for election work.

#### Hastings, Neb., Inspected

At the request of the junior chamber of commerce of Hastings, Neb., the Nebraska Fire Prevention Association held a two-day meeting and inspection there. The work was in charge of William Curry, president, and Joseph W. James, secretary of the association.

Forty-six field men, assisted by State Fire Marshal Trouton and Deputies

Tom Wilson and Harry Eaton, inspected 342 risks and made 268 recommendations. No school house speeches were made. The prize for the best fire prevention window was won by C. D. Hoff. J. Burr Taylor of St. Louis, special representative of the fire prevention department of the Western Actuarial Bureau, made an excellent address.

#### Suggests Changes in Two Cities

The engineers of the National Fire Protection Association have stressed the importance of a campaign to improve existing structural conditions in the congested district of Dubuque, Ia. A flammable liquid ordinance has been introduced before the city council of Mason City, Ia.

#### Weir Agency Incorporated

Following retirement of Charles E. Meier from the firm of Weir & Meier, Davenport, Ia., the Weir Insurance Agency has been incorporated with William R. Meier, president; Annabel G. Bowman, Sterling, Ill., vice-president and treasurer, and Irene O'Connor, secretary.

#### Will Recheck Missouri Towns

Under the auspices of the chambers of commerce and Lions clubs of the three towns, the Missouri State Fire Prevention Association will make a re-

check and inspection of Desloge and Elvins Oct. 22, and of Flat River the following day. A preliminary inspection of these towns has been under way for some time by a representative of the association. A public meeting will be held at a civic dinner Thursday evening at Flat River, sponsored by the Lions Club and the chamber of commerce.

#### Missouri Notes

The **Underwriters Agency & Finance Company** has been formed at Jefferson City, Mo. Stockholders are Ernest L. Schneider, Jefferson City, Mo.; R. W. Taylor, Elden, Mo., and W. W. Henry.

The **B. F. Higgins & Co.** agency, St. Louis, has been taken over by Mrs. Bertie E. Minton, a daughter of B. F. Higgins, founder of the agency, who died recently.

**C. W. Bean** of the America Fore, head of the Kansas City Blue Goose, who was injured in a car smashup near Des Moines, Sept. 10, is still suffering from the accident.

#### Nebraska Notes

The Nebraska State Fire Prevention Association will conduct a two-day educational and inspection campaign in Hastings, Oct. 8-9.

The insurance activities of the bankrupt Peters Trust Company of Omaha will be carried on by a general agency known as the **Peters-Cameron Co.** R. C.

Peters, M. D. Cameron and J. O. Wentworth are the incorporators.

**B. L. Knudsen**, son of a former head of the Nebraska state bureau of insurance and now secretary-treasurer of the Central States Hall of Omaha, is under arrest on a federal charge of using the mails to defraud. The indictment involves the affairs of the Merchants Trading Corporation, Miami, Fla., which sold stock through the mails.

The **Otto & Gnam** agency, Carroll, Ia., has been dissolved. H. W. Otto will be district manager for the Mutual Life of New York. Mr. Gnam will continue in the former office.

#### Eberle Agencies to Merge

The agencies of Will S. Eberle and W. M. Eberle of Oklahoma City, will shortly be merged, the enlarged office acting as general agent for the Great American Indemnity which connection has hitherto been held by W. S. Eberle solely. Mr. Eberle, Sr., in addition has been Oklahoma state agent for the North America since 1910, while his son, W. M., is state agent for the Frelinghuysen fleet.

#### Casey Conducts Essay Contest

During fire prevention week in San Antonio, Tex., a fire prevention essay contest was conducted by L. A. Casey of Richey, Casey & Gragg, in the San Antonio schools. Prizes of \$25 in gold were awarded. Literature on fire prevention was distributed in the schools with information for the contestants.

## A Message to Insurance Women

FROM JEAN GREENE

GIRLS: I am Jean Greene of the Agency Department, substituting at present as the Advertising Manager's Secretary... Miss Crawford, his regular assistant, having been given six months' leave of absence.

The Boss says that a woman plays an important part in many an Agency and he would like me to talk to you about Agency problems. This is the chance I always longed to have and I want to make the most of it. Lots of times when confronted with one of the problems which confuse both the girl in the Agency and me in the Home Office, I have wished that I could put on my hat (one of those tricky little velvet berets which one simply cannot do without this Fall) and go right out and straighten the thing out in woman-to-woman fashion.

If you have any questions or suggestions, won't you drop me a line? In the meantime, I am digging up some helpful Agency ideas to present next month.

JEAN GREENE

Organized 1881

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Newark, New Jersey

The  
**Columbia**  
FIRE  
INSURANCE COMPANY  
OF DAYTON, OHIO

Surplus to Policyholders  
\$2,347,310  
ONE OF THE  
AMERICAN GROUP

## What about losses?

Can losses on your clients property be adjusted promptly without delay or is much valuable time lost haggling over the proper adjustment?

With a Lloyd-Thomas appraisal there is a detailed record giving actual proof of the loss which enables adjusters to begin work immediately. There is no time lost in arriving at a fair and equitable settlement. Think what this means to your clients.

Insist upon a Lloyd-Thomas appraisal.

**WHAT IS AN APPRAISAL?**—It is a complete classified inventory of insurable property (except stock, merchandise and raw materials) each item of property is valued at today's cost to replace new. The amount of accrued depreciation is determined and the sound insurable value is given.

**ITS ADVANTAGES**—1st—It discovers insurable values that have long been written off the books through unscientific depreciation. 2nd—It gives the agent, the assured, and the companies value facts of property. 3rd—It makes for adequate insurance protection, for in nearly every instance it calls for additional insurance.

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## NEW YORK UNDERWRITERS INSURANCE COMPANY

CAPITAL \$2,000,000

A. & J. H. STODDART, General Agents

100 William Street - - - New York City

FIRE - AUTOMOBILE - WINDSTORM  
BUSINESS INTERRUPTION INDEMNITY

## STATES OF THE SOUTHWEST

### Oil Drilling Bonds Upheld

Courts Sustain Requirement in Oklahoma City Ordinance Intended to Limit Hazard to That City

OKLAHOMA CITY, Oct. 15.—State and district courts are upholding the city in its efforts to control, or at least supervise, activities of oil companies seeking to drill oil wells in the city limits. Under provisions of ordinances adopted in the past few months each driller was required to post a \$200,000 bond as a guaranty against loss through fire, or against damage that might occur on account of oil operations. This ordinance followed the experience of the Mary Sudik well, which blew wild for more than 11 days before it could be controlled.

This week the supreme court denied application for an injunction to prevent the city requiring the \$200,000 bond, and at the same time in another action the Oklahoma county district court in a ruling upheld the city's right to require the bond. Besides the bond, the city's ordinance covering the subject of drilling includes many other provisions for safety.

### DERRICKS MARCH NORTHWARD

Although public interest in the Oklahoma City oil hazard has subsided and the petition for a rate increase there has been withdrawn, many company executives are still reading bulletins, daily newspapers from Oklahoma City, and consulting weekly charts on the oil operations there. Danger still exists, managers believe, although there has been a vast improvement in the method of bringing in the wells since the agitation of last summer.

Managers now are principally worried because the north and west limits or faults of the Oklahoma City pool have not yet been determined. Oil drilling activity is spreading northward toward the congested value district of Oklahoma City and the flow does not appear to decrease as the march of the derricks moves in that direction. A well bringing in a good flow toward the north encourages other operators to drill in the neighborhood.

The south and east limits of the pool have been pretty well determined. There is a definite line to the south along

which low pressure prevails and salt water appears. This is true also to the east.

### Find Fire Hazards Lessened

OKLAHOMA CITY, Oct. 15.—Great improvement in fire hazard condition in Oklahoma City and Tulsa was found in the inspections made by the fire departments during fire prevention week. In Oklahoma City practically all schools were found in splendid condition, while mercantile house inspections showed better housekeeping and satisfactory freedom from trash accumulations. Industrial plants were found in better shape than last year, and the packing houses were shown to be in almost perfect condition.

### Kansas Notes

Clyde Latchem of Kansas City, Kan., has been named as chief assistant state fire marshal for Kansas by Douglas Graham, state fire marshal.

A new department, "Public Fire Protection," has been established in Kansas "Municipalities," the organ of the Kansas League of Municipalities.

Guy N. Gardner, secretary of the Merchants Fire of Denver, is on an extended agency trip in Kansas, where his company was recently admitted, and reports numerous agency appointments.

### Oklahoma Notes

E. A. Henne, vice-president, and J. H. Macfarlane, secretary of the America Fore group, were guests of Oklahoma City representatives Friday.

Because of the illness of Mrs. Earl Thompson, wife of one of the contestants, the dinner planned by the Blue Goose in honor of the annual golf tournament has been postponed indefinitely from Oct. 27.

### Texas Notes

Cravens, Dargan & Co., Houston, Tex., general agents, will hold a school for fire and casualty agents Oct. 22-24.

The Galveston, Tex., fire department now has a private telephone exchange, in which all fire stations and city fireboat are connected. Telephone calls to any of the stations go to the central station exchange. Formerly it was necessary for the station receiving a call to telephone to each other station.

## IN THE SOUTHERN STATES

### Death Takes Caesar Thomas

Well Known Tennessee State Agent of the North America Group Was Outstanding

Caesar Thomas of Nashville, state agent of the North America group, died Monday after a lingering illness. Mr. Thomas was afflicted with heart trouble and had been bedridden for over a year. He was one of the strong field characters of the state. He had a hold on agents that was remarkable. He had served as state agent since 1913, having previously acted in a similar capacity for the National Union. He was formerly a local agent at Watertown, Tenn. Assistant Manager L. J. Braddock from the western department attended the funeral on behalf of the company. Mr. Thomas took a lively interest in the Tennessee organizations and while he seldom spoke from the floor his counsel was often sought.

The Fire Companies' Adjustment Bureau, Montgomery, Ala., offices have been moved from the Bell to the Shepherd building. John McCann is manager.

### Give Insurance Day Program

Committee in Charge of North Carolina Observance at Greensboro Nov. 7-8 Complete Their Plans

GREENSBORO, N. C., Oct. 15.—Complete plans for making the Insurance Day program at Greensboro, Nov. 7-8, one of the most satisfactory gatherings the insurance business of North Carolina has ever had are rapidly shaping up. At a meeting of the planning committee, called by W. B. Merrimon, president of the state insurance federation, the program was virtually mapped out with the aid of Price Cross and Johnson Neal of Raleigh and Bart Leiper and W. H. Andrews, Jr., of Greensboro.

### Expect Large Attendance

President Merrimon is confident that close to 1,000 insurance men will be present. Governor O. Max Gardner is to be asked to issue a proclamation on the importance of insurance and the meaning of Insurance Day. The gov-



ernor has been invited to be the chief speaker at the special luncheon Nov. 8.

Each day will start with a general session and after short inspirational programs, the sessions will be divided, with the life men taking part in a sales congress, the fire and casualty representatives in a group meeting, and possibly other groups for general agents and for industrial representatives. Among those who have accepted invitations to address the life group are Dr. S. S. Huebner, John Marshall Holcombe, Jr., Roger B. Hull, M. Albert Linton of the Provident Mutual, Albert E. N. Gray of the Prudential and Commissioner Dan C. Boney.

Among those who will speak to the fire and casualty group are T. Alfred Fleming, L. K. Babcock, F. Robertson Jones and William Quaid.

#### Many Entertainment Features

Paul W. Schenck is chairman of the Insurance Day program, Bart Leiper is publicity chairman, W. H. Andrews, Jr., is heading the committee on the life insurance congress plans, Fielding Fry is leading the committee planning the program for the fire and casualty men. All are from Greensboro.

Entertainment features will include golf tournaments for the two groups on different afternoons, the presentation of a plan "What Price Policy Loans" by a Pilot group Saturday afternoon, two luncheon programs and the annual banquet.

#### Damage Suit Filed by Sweeney Against Brown

LOUISVILLE, Oct. 15.—Suit asking damages of \$40,000 is filed in the circuit court, by William T. Sweeney, of Sweeney & Co., local agents, against Frank H. Brown, head of the agency of Brown & Martin, and the Employers Liability. Mr. Sweeney charges that he was damaged and his reputation in the eyes of some of his policyholders injured by action of Mr. Brown, general agent of Employers Liability, in causing to be sent out circular letters to Mr. Sweeney's policyholders, he charging that misrepresentation was made. He further charges that misrepresentation was made in charges placed before the insurance commissioner, resulting in his being suspended for a period of 90 days from writing business.

The difficulty, according to Mr. Sweeney, is over a balance due Brown & Martin, and which has been contested.

Both parties are very well known. Mr. Brown is president of the Louisville Board, and writes a large volume of business, especially in the casualty field, and is one of a number of American representatives of the Employers Liability who will go to London in November, to attend its golden jubilee.

Mr. Sweeney some years ago was an accredited leader in the argument that developed regarding the gap or hiatus between windstorm and fire policies, which resulted in the so called combined plan, under which companies agreed to pay under one or another policy, where equal amounts of wind and fire coverage are carried in the same company.

#### Average Loss Per Capita in Meridian, Miss., Is High

The gross fire loss for the past five years in Meridian, Miss., according to the report of engineers of the National Board, was \$716,548 with an average loss per fire of \$400, "a low figure," and with an average loss per capita of \$4.76, "a high figure."

The water supply was declared to be fairly reliable with quantities available in the principal mercantile district fair to small, elsewhere, fair to good. The fire department is undermanned and inadequately equipped. The fire alarm system is inadequate and unreliable.

In the principal mercantile district, the

fire resistively weak construction makes serious individual or group fires probable. Due to low heights and streets of fairly good width, fires should ordinarily be confined to the block of origin.

#### Limit Tobacco Writings

LOUISVILLE, Oct. 15.—The 1930 burley tobacco crop has been cut and barned, and in spite of the drouth is expected to make around 300,000,000 pounds, over the entire district, of Kentucky and close adjoining territory.

Companies in writing burley in barns are holding their limits to around \$100 per acre, due to the fact that the quality of the crop is alleged to be poor and the fact that tobacco values have been off in the Georgia and Carolina sales. Lee Upton of the Home recalled that companies have written up to \$200 an acre, and in war times as much as \$300 an acre on tobacco cut and barned.

#### Postpone Louisiana Rate Action

NEW ORLEANS, Oct. 15.—The readjustment of fire insurance rates has been again postponed due to the death of James J. Bailey, secretary of state. Mr. Bailey's death caused an abandonment of a meeting of the Louisiana In-

urance Commission, which was to have taken place Oct. 9, and before which the matter of rate readjustment was to be discussed.

#### Place Big Tornado Policies

RICHMOND, VA., Oct. 15.—In the past few weeks two big tornado policies have been written in Virginia, one for \$400,000 covering property of a tobacco company in Richmond and the other for \$660,000 covering the properties of a public utility company in southwest Virginia. Tornado is usually regarded by Virginia agents as a side line but these policies would indicate that it is getting into the regular line class. Another agency reports a \$30,000 premium from a live stock policy written in the Valley section of Virginia.

#### Drought Still Serious

LOUISVILLE, Oct. 15.—Al Clements, engineer of the Kentucky Actuarial Bureau, says that while the drought in Kentucky is not serious as regards vegetation, it is still serious as regards town water, fire protection and public needs in many cities not on large bodies of water.

Lexington is building a pipe line sev-

eral miles to the Kentucky river. Richmond has arranged to haul 50 tank cars of water daily from Winchester. Shelbyville is getting about 20 cars daily from Louisville.

Lawrenceburg is working above the city on the Salt river, to arrange drainage so that some upper pools can come down, and is also running some deep well pumps. Harrodsburg conditions are becoming more serious, and the same is true of Paris, Stanford, Lancaster and other points.

#### Liberty Opens New Office

The Liberty Fire of Louisville opened its new home office on the fourth floor of the Liberty building, 660 South Fourth street last week.

Hundreds of visitors were greeted by a reception committee composed of the officers: President, John E. Huhn; vice-presidents, Fred D. Diehl and Adolph Reutlinger; secretary John A. Heitmeyer, and treasurer R. M. Fible, Jr.

#### Lineup of New Agency

Ortega, Robins & Race is the style of Richmond's new local agency headed by C. M. Ortega, formerly manager of the insurance department of Brooks

INCORPORATED 1799

## PROVIDENCE WASHINGTON INSURANCE COMPANY

of Providence, R. I.

Capital, \$3,000,000

Net Surplus, \$13,010,813

INCORPORATED 1832

## VIRGINIA FIRE AND MARINE INSURANCE COMPANY

Richmond, Va.

Capital, \$500,000

Net Surplus, \$1,408,098

INCORPORATED 1928

## ANCHOR INSURANCE COMPANY

Providence, R. I.

OWNED AND OPERATED BY THE  
PROVIDENCE WASHINGTON INSURANCE CO.

Capital, \$1,000,000

Net Surplus, \$808,637

## WESTERN DEPARTMENT

175 W. JACKSON BLVD.

CHICAGO

J. R. CASHEL, Manager

## Provide life insurance FIRST!

advises an experienced business man

*THE first step toward building a fortune, says John K. Barnes in the World's Work, is to take out sufficient life insurance. This is the only way in which the completion of the estate can be insured against the great uncertainty of life.*

Every life underwriter knows how important is life insurance in building the foundation of an estate and protecting one already formed.

This suggestion is especially pertinent in the case of persons working on fixed incomes and whose salary or its necessary equivalent must be continued in some form for a reasonable length of time.



Insurance in force 3 billion 300 million dollars; Assets \$542,140,978; Reserves and all other liabilities, \$502,453,577; Surplus \$39,687,401.

ONE HUNDRED AND TWENTY-FIFTH ANNIVERSARY  
1805 - 1930

# Caledonian Insurance Company

The Oldest Scottish Insurance Office

## Caledonian-American Insurance Company of New York

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U. S. Manager and President

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& Richardson. Other officers are L. C. Jones, vice-president; H. B. Race, vice-president and general manager, and F. D. Robins, secretary-treasurer. The agency is located at 701 Central National Bank building. Mr. Race had been associated with the agency of Tabb, Brockenbrough & Ragland since it took over the Ivey L. Arrington & Co. agency last spring. He was office manager of the Arrington agency for several years. Messrs. Jones and Robins have been operating an agency in Richmond as Jones & Robins.

Mr. Ortega's successor with Brooks & Richardson is Theodore W. Kelley, formerly special agent for the Virginia Fire & Marine.

### Prison Deal Not Illegal

RICHMOND, VA., Oct. 15.—No illegal act was done by the Virginia state prison board in placing insurance policies with R. Stuart Cottrell, Richmond local agent, brother of Walker C. Cottrell, chairman of the prison board, according to a ruling of Attorney General John R. Saunders. The opinion was given at the request of Governor Pollard. Desire of the governor that the policies placed with the Cottrell agency be cancelled was recently thwarted by a tie vote of the board.

### Weldon Leaves Hawks Agency

Gilbert Weldon has disposed of his interests in the P. Lester Hawks general agency at Richmond, Va., and is resigning as associate general agent, effective Oct. 31. He had been associated with the agency in that capacity since July 1, 1929. He is not yet ready to announce his plans for the future. He is well known in Virginia field circles, having supervised that territory for the Continental for 15 years. He left the Continental in 1920 to become manager at Calcutta for the American Foreign Insurance Association. Later he was transferred to Tokio, serving as manager of its office there for a time. He returned to this country a few years ago.

### Greensboro Exchange Meets

GREENSBORO, N. C., Oct. 15.—Ratings and other phases of the North Carolina workmen's compensation act were discussed before the Greensboro Insurance Exchange at the last meeting by F. F. Lafon, manager of the North Carolina bureau. The exchange has adopted a program of co-operative advertising in local newspapers for nine months.

### Price in Membership Drive

CHARLESTON, S. C., Oct. 15.—J. Vincent Price, president of the Charleston Board, has been appointed by the South Carolina Association of Insurance Agents as chairman of the organization committee for the lower half of the state. Mr. Price, who will select the members of the committee, intends visiting all the cities south of Columbia in an effort to push the association's drive for new members.

### Cuts Off Suburban Runs

City Manager Kratz of Covington, Ky., has ordered the fire departments there not to make runs to unincorporated towns on the outskirts of Covington unless the towns pay for the runs. The newspapers are backing Mr. Kratz in his order, claiming that Covington is entitled to pay, even though the order leaves the communities without fire protection.

### Kentucky Mutuals Elect

John C. Mindermann of Covington, Ky., secretary of the Covington Mutual, has been elected president of the Kentucky Mutual & Cooperative Fire Insurance Association. Mr. Mindermann has been vice-president. Other officers elected are George Nagel, Louisville, vice-president; G. W. Frank, Louisville, secretary; Louis Diemer, Louisville,

treasurer; G. S. Williams and O. E. Hurst, Lexington, members of the executive committee. Mr. Williams was the retiring president. Louisville was selected for the next convention. Harry P. Cooper, secretary of the National Mutual Fire Insurance Association, was a speaker.

### Wind Up Ohio Valley F. & M.

Walter Jeffers, as receiver of the defunct Ohio Valley Fire & Marine of Paducah, Ky., sold the office fixtures of the corporation and a lot of stocks, bonds and notes at the court house there. The company was started by the late Frank Fischer of Paducah. It was a success for a while but finally went on the rocks. The entire amount obtained in the sale was only a few hundred dollars.

### New Martinsville Agency

H. A. Ford & Co., real estate and insurance, Martinsville, Va., has discontinued its insurance department, and the business of the department has been taken over by the newly organized Ford-Hodnett Insurance Agencies with H. A. Ford as president and Rieves S. Hodnett as secretary-treasurer. Mr. Hodnett, formerly manager of the insurance department of H. A. Ford & Co., will be in active charge of the new agency. It is understood that there will be no change in company representations.

### Kentucky Notes

Frank Curry and Douglas Curry will open an insurance agency at Harrodsburg, Ky.

Francis, Francis & Trivette of Pikeville, Ky., has purchased the business of the Eastern Kentucky Insurance Agency.

The Barbourville Insurance Agency, Barbourville, Ky., has been incorporated by Pauline A. Faulkner, L. M. Cole and Kenneth Tuggle.

The Kentucky Fire Underwriters Association at its October meeting discussed routine matters and proposed rate filings at Frankfort.

Walter Deming, branch manager at Pineville, Ky., for the Kentucky Actuarial Bureau, has resigned to go with Snyder Brothers General Agency at Louisville as an engineer.

The Fowlkes, Jones & Throckmorton agency, Birmingham Ala., has incorporated. Officers are Raymond M. Jones, A. M. Throckmorton, Henry S. Fowlkes and George M. Fouché.

## News of Pacific Coast States

### Report Made on Oregon Loss

#### State Fire Marshal Lee Comments on Some Phases of Rural Situation

SALEM, ORE., Oct. 15.—Sixty-three percent of the total of 126 fires in the state, outside of Portland, in August was in rural districts and \$284,755 of the aggregate of \$341,700 of the total losses for the month, or 83 percent, was suffered by rural properties, according to the analysis of last month's fire record given out by State Fire Marshal Clare A. Lee of Oregon. The August, 1930, losses were \$150,404 less than for the corresponding month of 1928; \$342,744 less than for August, 1929, and \$32,338 below the average August losses for the previous six-year period. The total for the first eight months of 1930 is \$3,211,442, which is \$680,933 greater than that for 1929 and \$380,457 in excess of the eight months' average for the previous six years.

Of the total of \$284,755 damage inflicted upon rural property values during August, the report shows, \$138,605 or 40.5 percent was visited upon farm properties, segregated as follows: Farm



dwellings and contents, \$88,255 or 25.8 percent of the state total; barns, machinery, grains and other contents, \$30,350 or 8.9 percent, and hop and prune driers and contents, \$20,000. Farm property fires constituted 50 percent of the total number of rural fires and 80 percent of the total rural losses.

#### Fire Insurance Costs Less

LOS ANGELES, Oct. 15.—According to a report made by J. C. Howard, assistant manager of the Pacific American Fire of Los Angeles, fire insurance costs are less today for protection on most classes of structures than at any time in the past.

Factors which have caused these reductions in rates, in the order of their importance, as given in the report, are improved fire protection and prevention; improved fire-resistive construction; excellent fire loss experience, and increased population, which by the growth in the volume of business, has permitted insurance companies to write policies at much lower rates.

#### Business Best on Coast

LOS ANGELES, Oct. 15.—The Earl of Mar and Kellie, chairman of the Scottish Union of Edinburgh, in an interview in Los Angeles last week, stated that Los Angeles and San Francisco appear to have been less affected by the business depression than other cities visited on a tour that has taken him to many parts of the world. "It is my opinion that the recovery from the depression will be more likely to begin in the United States than in Europe. I do not look for any sudden boom, but, rather, for a gradual recovery," he said.

#### Oregon Loss for Last Year

SALEM, ORE., Oct. 15.—State Fire Marshal Lee of Oregon states that 3,388 homes were totally or partially destroyed in the state last year entailing a loss of \$2,049,521, being about one-third of the total losses of the state. He finds that fully 90 percent of the fires in homes are due to carelessness. Last year the total fire loss in Oregon was \$6,808,000 amounting to a per capita loss of \$7.15.

#### H. M. Engle Speaks

SAN FRANCISCO, Oct. 15.—H. M. Engle, Pacific Board engineer, spoke to the associate members of the Fire Underwriters Association of the Pacific at their weekly meeting here yesterday on "The Earthquake Hazard."

Robert W. Levit, insurance attorney, will address the class Oct. 21.

#### Meet Union Auto Officials

SAN FRANCISCO, Oct. 15.—Northern California agents and brokers of the Union Automobile of Los Angeles were the guests of its executive officers at a banquet in San Francisco last Saturday. About 100 were present to meet President George Newberger, Vice-presidents R. H. Parker and J. L. Maritzen, A. Hall McAllister, claims superintendent, and Comptroller George J. Reitter. Arrangements for the affair were completed by A. E. Yarter, manager of the San Francisco branch.

#### Sacramento Plans for Convention

The Sacramento Insurance Exchange is planning to register 100 percent attendance at the annual convention of the California Association of Insurance Agents there Oct. 29-Nov. 1. Indications from all parts of the state are that it will be the largest convention so far held by the organization, according to Frank C. Colridge, executive secretary.

#### Push "Ad" Campaign in Montana

Percy F. Garnett, manager of public relations department of the Pacific Board, is in Great Falls, Mont., conferring with the Montana Special Agents

Association contact committee for tie-in with the National Board advertising and publicity campaign. Fire insurance agencies in Butte, Great Falls, Helena, Billings, Havre and Lewistown are tying in with the advertising campaign to make it effective as possible.

#### Back New Marine Tax Law

Insurance interests are backing the new California constitutional amendment to be voted upon Nov. 4. The amendment provides for an improved method of taxation for marine insurance companies to permit American insurers to compete with foreign underwriters on more equal terms. The amendment has been unanimously adopted by both houses of the California legislature and is now subject to referendum before it will become a law. Frank J. Agnew, assistant secretary of the Fireman's Fund, is in charge of the publicity.

#### Set Montana Field Meet Dates

Walter L. McCallum, president of the Montana Special Agents Association and most loyal gander of the Montana Blue Goose, has announced Nov. 7-8 as the dates for the next meeting of the two organizations, at Butte, Mont. Election of officers and other matters of importance call for a good attendance.

#### Withers Touring Field

SALT LAKE CITY, Oct. 15.—Kenneth W. Withers, general manager of the Pacific Coast Adjustment Bureau, with offices in San Francisco, was in Salt Lake City last week. Mr. Withers had previously visited the offices of the bureau in the Pacific Northwest and reports that conditions throughout his territory have been found very satisfactory.

Ralph R. Moe, recently manager of the San Francisco office of the bureau, has been made manager of the Salt Lake City office.

#### Mine Town Hazard High

SALT LAKE CITY, Oct. 15.—Due to the present depression in the mining industry many small mining towns in Utah are showing an increased loss ratio. W. G. Wells, special agent of the National Board, reports that many of the fires are from all appearances of incendiary origin and that in some cases property owners are placing dynamite in their buildings before setting the fire.

Due to this recent discovery volunteer firemen are hesitant in entering buildings which are on fire because of the additional hazard. Fire insurance men in Salt Lake City are very much concerned about this condition and are holding down lines on such property.

#### Fire Preventionists Meet

San Francisco's junior chamber of commerce held a fire prevention luncheon last week. Jay W. Stevens, chief of the fire prevention bureau of the National Board, and Fire Chief Charles J. Brennan of San Francisco spoke. Robert Levison, son of J. B. Levison, president of the Fireman's Fund, presided. He is chairman of the fire prevention committee.

#### Inspect Southern California

SAN FRANCISCO, Oct. 15.—The southern California committee of the Pacific Board is spending several days of this week in Los Angeles and San Diego checking up on conditions. Meetings are being held with the agents and a report is to be made to the board upon the committee's return.

#### Coast Notes

The Fresno puddle of the San Francisco Blue Goose will hold a smoker Oct. 18 in Fresno.

H. F. Badger of San Francisco, secretary of the Pacific Board, spent the week in Montana, and accompanied by District Secretary Chas. W. Cook of Butte visited a number of cities in the state.



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## IN THE MOUNTAIN FIELD

### Mountain Conditions Good

**E. J. Miller and C. F. Cashman Make  
Glowing Reports After Visit  
in Field**

DENVER, Oct. 15.—Colorado and New Mexico are in fine condition, and look mighty promising to the fire underwriter. This word is brought back to this city by Charles F. Cashman of Cashman & Evans, general agents, and by E. J. Miller of Cobb, Miller & Stebbins, both of whom have spent a number of weeks over the two states.

"Colorado is in the best shape of any state in the Union," Mr. Cashman declared. "She has a wonderful corn crop at a high price, and bumper crops of sugar beets and beans, both assuring splendid profits." Albuquerque, N. M., is full of vim and optimism, he said. There are no vacancies and business is snappy. Mr. Cashman, who was accompanied by Mrs. Cashman, traveled through Pecos valley, visiting Roswell, Hagerman, Artesia, Carlsbad and other cities. Here he found a splendid crop of cotton, and while the price is somewhat disappointing, he said the bankers there have shown their confidence in the commodity by lending money on it.

#### Miller Enthusiastic

Mr. Miller is enthusiastic about New Mexico roads. He says more money is being spent there per capita on roads than in any other state in the country. This has given employment to many people, he said, adding that the big drainage project, involving the expenditure of many millions of dollars in the Albuquerque country, indicates the progressive attitude of the people. Albuquerque, with its population of 27,000, has shown an increase of 60 percent he said, over the 1920 census. Residence construction is active there.

Mr. Miller's travels took him as far west as El Paso. He covered the Pecos valley of New Mexico, and Hobbs, center of New Mexico's newest oil development, which has grown to 12,000 population, almost over night. "In this dynamic center," Mr. Miller said, "the in-

surance man can stand on the street corner, with his pockets full of policies, and do all the business he can handle." The general agent finds it unnecessary to look up local agents there. Local agents are looking up the generals.

### Horan Opens Adjustment Office

DENVER, Oct. 15.—Neil Horan, 529 Kittredge building, is a new adjuster of fire losses in the Rocky Mountain field, according to announcement from the office of the Mountain Field Club, Mr. Horan is an attorney, and has been connected with the Denver fire department for some time. He has made a specialty of fire insurance law.

### Grand Junction Agent Dies

DENVER, Oct. 15.—William A. Marsh of Grand Junction, Colo., who operated an insurance agency there for many years, died Saturday aged about 70. Mr. Marsh represented the National Liberty, Commercial Union, Alliance and Stuyvesant. His agency is to be sold, according to word received here.

### Mountain Notes

The Federal Bond & Mortgage Co., headed by Carl Nolan, has bought the Durango (Col.) Trust Co., and opened offices in that city.

H. A. Clark of Chicago, vice-president and western manager of the Firemen's group, visited Denver offices of his companies last week.

Charles W. O'Donnell, manager of the claim department of Cashman & Evans, Denver, general agents, is recovering in a hospital at Colorado Springs, following a very serious illness of two weeks.

### Utah Notes

A. J. Snow of the Pacific Board has just completed a reinspection of the fire defense system of Brigham City, Utah.

Clifford A. Conly, Pacific Coast manager of the Great American, was in Salt Lake City last week.

National Board engineers are making their first complete reinspection of Salt Lake City since 1925. After this work has been completed they will make a similar inspection of Ogden, Utah.

## EASTERN STATES ACTIVITIES

### Pennsylvania Agents' List

**Program for the Annual Meeting to  
Be Held at Harrisburg Next  
Week**

The Pennsylvania Association of Insurance Agents is arranging for a large meeting at its annual gathering at the Penn-Harris hotel in Harrisburg, Tuesday and Wednesday of next week. Frank D. Moses, manager of the association, has been stirring up a lot of favorable sentiment for the gathering. The board of directors will meet Monday evening but the principal session will start Tuesday morning. President Abram S. Galland of Wilkes-Barre will preside. W. H. Eby, retiring president of the Harrisburg Association of Insurance Agents, will give the address of welcome and Warren R. Roberts, vice-president of the Pennsylvania association, and president Bethlehem association, will respond. The afternoon will be given to sessions of committees. The committee on commissions is headed by Kenneth H. Bair of Greensburg. Henry McKeen, president of the Eastern association, will talk on "The Cut Rate Situation in Fire Insurance in Pennsylvania."

On Tuesday evening there will be the annual banquet with E. S. Joseph, president of the Harrisburg association as toastmaster. The speakers are Governor

Fisher of Pennsylvania, Insurance Commissioner Taggart, and Secretary Bennett of the National Association of Insurance Agents. On Wednesday morning Vice-President E. J. Schofield of the Globe Indemnity will speak on "Casualty Insurance Sales Problems." Gilbert S. Purnell, secretary of the Indiana, Pa., association will talk on "The Insurance Business and Legislation." There will be discussions on a number of other insurance problems.

### Arrange Educational Course

**Pittsburgh Insurance Club Will Have  
Schedule of Lectures on Fire and  
Allied Lines**

The Pittsburgh Insurance Club carried on a short course on casualty and surety last year which received very favorable consideration. The officers have therefore decided to give a course covering fire insurance and its allied lines starting Oct. 20 and ending Dec. 5. The lectures will be given in the Pittsburgh Board rooms. The schedule of lectures is as follows:

Oct. 20, Registration and opening address, W. S. Diggs, president Hoover & Diggs Co.

Oct. 24, Fire policy (Pennsylvania standard contract), Paul J. Mullen, state agent Phoenix of London.

Oct. 27, Rates and rating methods,



Ralph W. Henry, assistant secretary, Allegheny County Board.

Oct. 30, Fire prevention and salvage operations, Richard L. Smith, Pittsburgh fire chief.

Nov. 3, Fire loss adjustments, J. J. McGovern, manager General Adjustment Bureau.

Nov. 7, Use and occupancy, Walter Bell, state agent Continental Fire.

Nov. 10, Rents, rental value and leasehold, Carlton Timberman, state agent Fireman's Fund.

Nov. 14, Explosion, riot and civil commotion, earthquake, John Sautter, state agent St. Paul Fire & Marine.

Nov. 17, Windstorm, air craft property damage, builders' risks, I. Warren Gorham, state agent National Liberty.

Nov. 21, General cover contracts, R. W. Maytham, special agent North America.

Nov. 24, Inland marine coverages—jewelry and furs, W. C. Eberle, marine manager North America.

Nov. 28, Agent's duty as an underwriter, Baldwin Wuersch, manager Travelers.

Dec. 1, Auto fire, theft and collision coverages, W. C. Fland, manager auto department Crum & Forster.

Dec. 5, Closing, C. A. Reid, president Pittsburgh Insurance Club.

### Harrisburg Board Elects

HARRISBURG, PA., Oct. 15.—The Harrisburg Association of Insurance Agents has organized for the year with the election of E. S. Joseph as president. Other officers named are: J. Hoffer Detweiler, vice-president; C. M. Thumma, secretary-treasurer. The board of governors includes L. Frank Bass, one year; Stanley D. Adler, W. Stewart Taylor and Frank A. Leib III, two years; William Eby, Albert L. Allen and Gilbert W. Mattson, three years.

### Gives Indoor Golf Requirements

The Vermont state fire marshal in a bulletin just issued, giving approved plan for installing indoor miniature golf courses, orders that proprietors submit their plans to the office for approval before construction work is started due to inherent hazards, particularly from customers throwing hot cigarettes on wooden floors. Although the material used for the fairways in these courses is incombustible, it is emphasized that there might be a tendency to use flimsy, inflammable materials for decoration and risks should be carefully avoided.

### Report on Providence, R. I.

The National Fire Protection Association engineers in reporting on Providence, R. I., say that a plan for inspection of every dwelling house in the city has been launched by the fire department in cooperation with the Providence safety council. Firemen are to

call at every home, ask permission to inspect the basement for hazards and to deliver fire prevention literature.

### Sweetland Blue Goose Speaker

BOSTON, Oct. 15.—Ralph Sweetland, secretary of the New England Insurance Exchange, will address the New England Blue Goose Friday evening. There will also be a report from the grand nest meeting and several new members will be received.

### Wins Fire Prevention Cup

For the second time in three years Newark, N. J., has been awarded the silver cup which the International Association of Fire Chiefs gives annually for the best record for the year in fire prevention work. One more victory will give Newark permanent possession of the trophy.

### Mutual Fire Group Elects

At the annual meeting of the New Jersey State Association of Mutual Fire Insurance Companies, held last Friday at Trenton, the following officers were elected: M. A. Pierson, president; Charles E. Rue and Peter A. Garretson, vice-presidents; E. J. Ballinger, secretary-treasurer, and James E. Fleming, assistant secretary-treasurer. About 50 members of the association attended the meeting.

### McComas With Barry & Co.

BALTIMORE, Oct. 15.—Frederick W. McComas, formerly of the McComas, Kroh, Insley Co., has become as-

sociated with J. Ramsay Barry & Co., as vice-president. Mr. McComas, before going with Barry & Co., was with Lee E. Hartman & Co. The business of McComas, Kroh, Insley Co. is being conducted by Howard S. Kroh and Holland E. Miller.

### Wheelock Appointment Ratified

BALTIMORE, Oct. 15.—Ratification of the action of the executive committee of the Association of Fire Underwriters of Baltimore in appointing Carl W. Wheelock as secretary-manager of the association was the main business transacted at the meeting of the association today. Mr. Wheelock succeeds the late John H. Kenney, who was secretary-manager of the organization for 14 years.

### Eastern Notes

Allan Wikman, representing the General Adjustment Company at Scranton, Pa., will marry Miss Helen Pearson Julius Stein, a Newark insurance broker with headquarters in the Prudential building, Newark, died last week. He was 82 years old.

Hugh A. Dawson, 46, a partner in the insurance firm of Dawson & O'Hara, Scranton, Pa., and twice a representative to the state legislature, died there after an illness of two weeks.

New Jersey agencies just incorporated the Mid-County Agency, New Brunswick by Frank Schatzman, Maxwell J. Hoffman and B. Rener, and the Salmund-Serimshaw Agency, East Orange, James F. Serimshaw, James Salmund and Archibald Salmund, 2nd.

## IN THE CANADIAN FIELD

### Canadian Aviation Prospers

Official Report on 1929 Operations  
Compliments Public Support of  
Air Industry

OTTAWA, CAN., Oct. 15.—A tribute to public support in the development of aeronautics is contained in the 1929 report of the civil aviation branch of the department of national defence. The report states the extreme development of the activity is due in a large measure to this support. Cities and towns all over the dominion, it is stated, are contributing materially by the construction of airports and airdromes.

The report reviews the progress of aviation since the war up to 1929, and

points with some pride to the fact that in three years operation of the air mail service not a single life has been lost. During the year, it is shown that the activity of aviation has been greater than in any previous year since the war.

### Service Generally Expanded

Forest protection and aerial survey work has gone ahead materially, and in a greater degree than ever before. Flying in the far north has been expanded, air mail service now spans more than half of the dominion, with trunk lines in the east and daily services in the prairie provinces. The future of aviation is extremely bright. The report contains much information relating to flying activities in Canada, including a review of the work of the larger com-

mercial companies and work done by the department of civil aviation.

### Alberta Hail Losses Heavy

CALGARY, ALTA., Oct. 15.—Hail losses in Alberta were heavier this year than in any other previous year with the exception of 1927, according to officials of the Hail Insurance Board of Alberta, which recently held a meeting at Calgary for settlement of the insurance rates for 1930 under the municipal plan. The total risk carried was \$11,000,000, an increase of 40 percent over the previous year. The loss, however, was out of all proportion to that of 1929, and amounted to approximately \$1,800,000 more than 16 percent of the risk carried. The loss in 1927 was 18 percent of the risk; in 1928, 12 percent, and in 1929, a little over 7 percent.

### McQuaid "Black Trophy" Winner

WINNIPEG, Oct. 15.—The final game in the "Black Trophy" golf competition here was played this week between Carl Franke, a city agent, and A. C. McQuaid of the Liverpool & London & Globe. Mr. McQuaid won the championship by a score of 3 up and 2 to play. A silver cup is awarded to the winner in these fire insurance competitions.

### Stewart Wins Blue Goose Cup

The annual golf tournament of the Ontario Blue Goose took place at the Burlington Golf and Country Club, near Hamilton, Ont. About 50 players took part. J. Ross Stewart of the Aetna won the Blue Goose cup. A dinner attended by nearly 100 members from Quebec and Ontario was served in the evening, and addresses were given by Lyman Root and A. Samoisette.

### Lyman Root Honored

TORONTO, Oct. 15.—Lyman Root, who recently retired from the service of the Sun group after being manager for 14 years, was presented a handsome silver tea service by the executives and agents of the Toronto agency.

### Canadian Notes

The London & Lancashire has been licensed in Canada for hail insurance, in addition to the classes for which it was already licensed.

G. G. Bulkley, president of the Springfield Fire & Marine, accompanied by the Canadian manager, W. E. Findlay of Montreal, was a visitor to Winnipeg last week.

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## Motor Insurance Events

### Camden Policy Is Criticized

Cumulative Endorsement Will Displace Profitable Convertible Collision Form, Opponents Aver

Criticism is to be heard from a number of automobile specialists of the approval given by the National Automobile Underwriters Association to the so-called cumulative or participating collision endorsement, originated by the Camden Fire.

One criticism has been that the cumulative endorsement will displace the so-called convertible collision coverage with 50 percent retention which has been exceptionally profitable. Moreover critics believe that the cumulative endorsement will encourage moral hazard and that it will require expensive and complicated bookkeeping by the companies.

#### Cumulative Plan

The original premium under the cumulative endorsement is the full cover collision premium plus 25 percent divided by two. Under the terms of the policy when the assured has used the amount of his retention for repairs made necessary by collision accidents and has filed with the company satisfactory evidence of the repairs, the company will thereafter assume the total expense of all other collision losses during the life of the policy. For credit under the aggregate retention the assured must make immediate reports to the company of any loss and file with the company a receipted bill for repairs within 30 days.

Criticism is made that the temptation is offered to assureds under this policy to find the necessity for minor repairs and perhaps conspire with garage men to pad a repair bill so that the retention may soon be neutralized.

Furthermore the business of keeping a record of these repair bills will be a complicated task for the company, those opposed to it declare.

Under the so-called 50-50 retention coverage, the original down payment is 50 percent of the full cover collision premium. To collect under that policy, the assured must pay the company his retention before the company assumes liability for a loss. Those who are committed to this policy declare that it defeats small claims. If an assured's retention is \$40 and his loss is \$15, there is no inducement for him to pay the retention in order to collect for the loss from the company.

## MARINE NEWS

### Sees End of Single Fur Risk

Says 90 Percent of Coats This Season Will Be Covered Under Furriers' Blocks

An inland marine prognosticator predicts that 90 percent of the fur coats this season will be covered under furriers' block policies. The day of individual fur coat policies is all but passed.

Under the old system of insuring individual fur coats, the average rate was about 2 percent and the minimum premium was usually \$8. Now the rate has dropped to 1½ percent and the average minimum is declared to be about \$2, with some contracts calling for only \$1.50.

Heretofore the busy season for furriers' block policies began when milady shed her fur coat for the summer and put it in storage. The proprietor of the storage facilities was then solicited to

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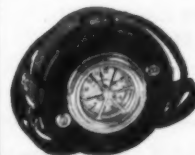
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buy protection. But now the busy season begins as football weather approaches. Furriers are urged to buy master contracts and issue all risk certificates to their customers.

## May Buy Certificate

The woman who owns a fur coat these days may usually buy a certificate of insurance from any furrier. The company issuing the master contract and the certificate has no way of determining whether the owner of the fur coat pays the insurance company's premium to the furrier or pays a larger sum so that the furrier may get his share. The premium is not printed on the certificate, so the customer has no way of determining whether the proper price is asked.

The manager who made the prediction that furriers' block policies would largely predominate blames this condi-

tion on the competition of new companies and old companies entering the inland marine field. He believes that the rates are highly inadequate and that disaster will overtake some company writing at the low rate if a fire in some large fur storage plant occurs.

## Resume Marine Study Classes

SAN FRANCISCO, Oct. 15.—Study classes which are given each year here under the direction of the Association of Marine Underwriters Association, will be resumed Oct. 20 with Capt. Lebbeus Curtis of Pillsbury & Curtis, salvage experts, speaking on "Cargo Salvage." The coming sessions will mark the tenth course offered by the association and will extend for a period of 30 weeks, with meetings on alternate Monday evenings.

## Business Getter in the Saddle

(CONTINUED FROM PAGE 3)

ness cultivation is the rule now. Department heads of both fire and casualty companies that seldom strayed outside their offices save during lunch hour heretofore, now circulate daily among the brokers in search of lines. No longer are the companies depending upon "bird dogs" to round up premiums. Instead they are shooting the big men out, many of the latter not having been on the circuit for years.

## Business Getter in the Saddle

Nor are the executives themselves idle, not a few of them getting in touch with the direct business producers and offering to help in landing lines, wherever their influence might count. Just now the business-getter is in the saddle, and he who brings in premiums gets the glad hand as never before. Skilled underwriting talent is still essential in every office, doubtless to a greater degree than ever considering the possibilities of loss created through the existing depression, but he who comes in with a line of choice premiums sits enthroned.

## Scores Politics in Public Risks

(CONTINUED FROM PAGE 3)

There can be no doubt but that the present unscientific method of awarding insurance contracts does in many instances lead to municipal extravagance.

"About the only practical method which will not lay a public administration open to charges of favoritism, is to call all local agents together and have them work out a division satisfactory to all. In this event care must be taken that the insurance is not split up into so many policies as to throw an excessive bookkeeping burden on the comptroller's office or otherwise add to the total cost of the insurance carried."

## Little Hope for Quick Recovery

(CONTINUED FROM PAGE 5)

the sidelines are as yet in such chaotic state, particularly the transportation forms, that he for one has not wasted a great deal of time attempting to develop a business of as yet doubtful character at the expense of neglecting to do all he can to bolster up the straight fire writings.

Two of the ablest fire managers in the west, representing two of the largest and most successful fleets, practically coincide in their opinions as to the length of time that will be required for fire insurance to return to comparative normalcy. They emphasize that there are so many as yet unknown factors involved in any estimate, depending en-

tirely on future developments in general business, that one person's guess is as good as another's, but they venture to predict that fire insurance will not be back on an even keel before the end of 1931, and possibly not until late in 1932.

## Premium Struggle Continues

They see for all persons in the fire insurance business up to that time a grinding fight for premiums, no worse than in the previous nine months this year, but also without much lessening of strain for a considerable time.

These opinions closely match those of two economists of Chicago and New York banks expressed before insurance gatherings within the last two weeks, both placing the recovery period approximately at 14 months.

An aftermath of the stock crash and business depression which was expected is a flood of moral hazard losses. Fire, casualty and surety companies are said to be exceedingly bothered with this evil at present, and losses generally are heavy.

## Company Service Offices Barred

(CONTINUED FROM PAGE 5)

subsidiary is an incorporated agency, the Florida policies can be signed in New York by a duly authorized officer.

## Put at a Disadvantage

It is apparent that local agents everywhere with Florida business to place are put at a disadvantage on service in competing with the big brokers. This gives the big offices an advantage not only on the Florida part of the risk, but on the whole line, as their more complete service will appeal to the assured.

Small town agencies in Florida will also suffer. Usually a company service office will send policies for signature to the town where the property is located, thus giving the local agent the benefit of the commission, less brokerage to the original agent. If agents in other states have to send to Florida they will choose the larger and better known offices at Jacksonville or in other big cities of the state.

## Crafts Assistant Manager Fireman's Fund in East

BOSTON, Oct. 15.—In succession to Ralph H. Goodwin, John F. Crafts has been selected as assistant manager of the eastern department of the Fireman's Fund and associated companies with headquarters at Boston. At present he is assistant secretary of the Queen. Mr. Crafts has been in the employ of the Queen for a number of years, advancing through the brokerage, reinsurance and underwriting divisions to a junior officer. He has had experience in the field, having been a special agent in both New York and New Jersey. By virtue of his rounded training he should prove an efficient aid to Manager Charles C. Hannah.

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# The National Underwriter

October 16, 1930

CASUALTY AND SURETY SECTION

Page Forty-three

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## WILL WOO LARGE RISKS

Rating Committee Will Now Fix Graduated Scale of Commissions and Shave Other Expense Items

NEW YORK, Oct. 15.—Henceforward the stock and the non-stock members of the National Council on Compensation Insurance will each determine for its respective group the method and amount by which the pure loss cost data compiled by the council will be loaded for expenses and/or, profit, an amendment to the constitution of the body to that end having been adopted by a substantial majority of the votes cast at the special meeting of the organization.

While the issue involved was of first importance to both classes of carriers and had been the subject of animated study for a considerable time, there was little discussion at the gathering. The nearly 100 company officials present knew exactly what each wanted, and desired only to record his vote. The meeting was conducted in the best of temper, the non-stock men accepting defeat gracefully and fraternizing with their stock competitors once the result of the balloting was announced.

Both stock and non-stock organization representatives were out in force, several of the former having traveled all the way from San Francisco to be present, anxious that their position on the questions under consideration be made known. In addition to the stock, mutual and reciprocals holding membership in the National Council, four state funds—those of California, Colorado, Utah, and Arizona are upon its rolls. None of these, however, were represented at the gathering.

### Rating Committee to Act

The next move in the program, it is understood, will be up to the rating committee. Rate revisions in a number of states have been held in suspense until the future method of rate figuring by the different types of carriers was determined.

The action taken by the council will be communicated to the workmen's compensation committee of the National Convention of Insurance Commissioners by C. W. Hobbs, representative of the latter body in the National Council, who will at the same time notify the committee of the entire willingness of the companies favoring the new program to justify their course to the committee, should the latter desire. Commissioner Wysong of Indiana, president of the National Convention of Insurance Com-

## Pennsylvania Surety Now Is Suspending Business

HIT BY REAL ESTATE BONDS

Triangle Fire, Its Running Mate, Is Not Affected by Action of Parent Company

Announcement has been made that the Pennsylvania Surety of Pittsburgh has suspended business, terminating the writing of all new and renewal business as of Oct. 1. The Pennsylvania Surety has been endeavoring to right itself following severe losses incurred in issuing real estate bonds. This gave the company a bad jolt. The Pennsylvania Surety has taken this action in order to conserve its resources and will not reengage in the business until it has completed its reorganization. It is continuing to render the same claim service and take care of the present business on its books.

### Triangle Fire Not Affected

The Triangle Fire is associated with the Pennsylvania Surety and is not affected by the action of its running mate. The Triangle Fire had assets \$352,768 as of Aug. 1, premium reserve \$43,323, capital \$100,000 and net surplus \$179,675. J. Horace Shale, who was formerly vice-president and general manager of the Commercial Casualty, was elected president of the Pennsylvania Surety following the resignation of Joseph W. Ward. Mr. Ward was a well known banker and took charge of the company a few years ago. It was then the Republic Casualty. It was decided to abandon the old name, organize a new corporation and take over the going business. Mr. Shale was given the task of endeavoring to rehabilitate the Pennsylvania Surety. The present financial situation has militated against securing the requisite funds.

missioners, has not yet announced his selection for committee memberships for the new year; when these are made public Mr. Hobbs will promptly carry out the request of the council that the committeemen be officially advised of the vote.

### Caucus Before Vote

Officials of those stock companies in the National Council who are members of the National Bureau of Casualty & Surety Underwriters assembled at the office of the latter association the day before the election, and fully outlined the position they would take at the council gathering the following day; the non-stock men presumably, had their forces lined up in advance too, hence the lack of general discussion at the council meeting.

Closely linked with the position of the stock men with respect to rates upon large premium compensation risks is the matter of commissions to be allowed. Obviously the rate of commission now paid must be reduced materially if the stock companies are to be in position successfully to compete with mutuals for this type of risk. The large premium risks as a rule have yielded what profit there may be in the compensation line.

## Southern Casualty Goes Into Hands of Receiver

BUSINESS DEPRESSION CAUSE

Company Started in 1918—J. W. Alexander and R. C. Bolton Were the Main Factors

ALEXANDRIA, LA., Oct. 15.—The Southern Casualty which has had its home office here for a number of years has been placed in the hands of a receiver on application of three stockholders who state that on account of business depression the company is unable to meet its obligations. The co-receivers are J. W. Alexander and R. C. Bolton. Mr. Alexander was president and Mr. Bolton secretary and treasurer.

The annual statement on Jan. 1 showed assets \$842,933, claim reserve \$194,000, premium reserve \$180,197, capital \$300,000, net surplus \$84,010. The company started business in 1918 with \$250,000 capital. The capital was reduced a year later to \$200,000, applying \$50,000 to surplus. Then the capital was increased. During 1923 the stockholders contributed \$110,000 to surplus making the total contribution to that time since organization to \$260,000. In 1929, \$112,500 was contributed.

### Operated at a Loss

The underwriting operations for the seven year period resulted in a loss of \$442,260 or 6.7 percent of the earned premium. Last year the underwriting loss was \$142,146. The premiums last year were \$1,009,746 and the losses \$859,096. The loss ratio was 83.2 percent and the expense ratio 30.9 percent. It paid \$25,000 in dividends in 1919 and has paid none since.

In addition to President Alexander, James B. Ross and Howard B. Gist are vice-presidents. Mr. Alexander and Mr. Bolton constitute the firm of Alexander & Bolton, insurance agents at Alexandria. It was licensed in Arkansas, Louisiana, Mississippi, Tennessee and Texas.

Therefore the stock offices have insistently championed reducing rates upon the class, only to meet with steady objection from the mutuals, which were eager that high rates be maintained in order to permit the return of liberal dividends to the assured. As persistently the mutuals declined to sanction an advance in rates upon small risks, though experience disclosed the imperative need for such procedure. The attitude of the mutuals in the latter connection is easily understood by the conspicuous absence of risks of this type from their books.

### Text of Amendments

The amendments to the constitution of the council as adopted at the meeting are here presented.

Amend Article V to read as follows:

Membership by any carrier in the National Council for any state requiring approval of rates by supervising authorities or under the jurisdiction of a local administrative bureau, obligates such carrier to maintain the rates and rules of the National Council applicable to

(CONTINUED ON PAGE 50)

## Tentative Plan Now Presented

Program Is Set Forth for the Making of Compensation Rates

## MUCH INTEREST IS SEEN

Committee from National Bureau of Casualty & Surety Underwriters Submits New Proposition

NEW YORK, Oct. 15.—Agents and brokers handling casualty lines were greatly exercised through the publication on Tuesday of the proposed workmen's compensation rate-making program as formulated by a committee of the National Bureau of Casualty & Surety Underwriters, assuming that the plan, especially as to the scale of commissions mentioned, was final while in fact these were purely tentative. Associate General Manager William Leslie in his letter to the member companies accompanying the report clearly stated that pending discussions by appropriate committees representing local agents, brokers and general agents, the acquisition feature of the program will not be finally adopted. To get the views of the business producers regarding the suggested plan assurance is given that these will have the earnest consideration of the company executives.

### Producers to Be Heard

Meetings have been arranged at the National Bureau rooms with representatives of the two brokerage associations of this city, the New York City Agency Association, the National Association of Casualty & Surety Agents and the National Association of Insurance Agents the first conference being scheduled for Wednesday afternoon to be followed in turn tomorrow forenoon and afternoon with the final gathering of Friday afternoon.

The program, which is highly technical, was prepared by a special committee of the executive committee of the bureau consists of C. B. Morcom, vice-president Aetna Life; W. J. McCaffrey, vice-president Globe Indemnity; E. J. Bond, vice-president Maryland Casualty; F. J. O'Neill, president Royal Indemnity, and R. J. Sullivan, vice-president Travelers, aided by the staff of the bureau.

### Essentials of the Program

The essentials of the proposed program are that it would determine pure premiums as at present from the combined experience of all carriers; project medical premiums to the anticipated level of cost for the year in which rates are to be applied; where warranted by experience give recognition to upward trends of indemnity cost and secure levels higher than indicated by the pres-

(CONTINUED ON PAGE 50)

## Three Years' Experience Shows Big Incurred Loss

### MASSACHUSETTS DATA GIVEN

#### Continuous Increase in Number of Claims Bears Out Contention That Fraud Is Prevalent

BOSTON, Oct. 15.—A study of the first three years of operation of the compulsory motor vehicle insurance law in Massachusetts brings to light some interesting information. During that period owners of pleasure cars paid a total of \$39,551,524 in premiums, and those owning commercial vehicles paid an additional \$8,075,119 to the companies which issue policies of insurance. Other classes of vehicles, such as motorcycles, taxicabs, etc., expended for insurance protection another \$4,613,848, bringing the total paid for insurance on all kinds of vehicles to \$52,240,491.

#### Incurred Losses 73.9 Percent

Of this amount the insurance companies have paid out in claims, or have reserved for payment of unsettled claims arising during the three years, a total of \$38,588,460, or 73.9 percent of their receipts.

Separated in groups of cars, the smaller or "W" car owners have paid in premiums during the three years a total of \$17,065,173, while the losses incurred or in prospect on account of vehicles of this class amount to \$13,236,769, or 77.9 percent. Owners of medium-sized or "X" cars, have paid for insurance a total of \$16,456,454, and payments on account of their accidents, either actually made or in prospect, have amounted to \$12,491,161, or 75.9 percent, of the premiums collected.

Getting up into the class of largest, or "Y" cars, it appears that owners of cars of this type have paid in premiums a total of \$6,029,897, and out of their money the insurance companies have expended, or have reserved for probable expenditure, \$4,301,794, or 71.3 percent of the amount collected. For commercial vehicles, the amount collected in premiums totals \$8,075,119, and payments either actual or prospective, amount to \$5,614,776, or 69.5 percent of the premiums received.

#### Increase in Claims

With the exception of the drop which was directly traceable to the falling off in registration in 1928, there has been a continuous increase in number of claims presented on account of each class of cars. For the "W" cars, it has gone from 17,180 in 1927 to 20,653 in 1929; for the "X" cars, from 13,933 in 1927 to 20,734 in 1929; and for the "Y" cars, from 4,776 in 1927 to 6,336 in 1929. For all classes combined, the claims per 100 cars have advanced from 716 in 1927 to 8.4 in 1928 and in 1929 to 8.8.

These figures appear to sustain the contention of insurance companies that many claims against them are "faked," or at least exaggerated. It should be borne in mind that the ratios here indicated have nothing to do with the increases in registrations of motor vehicles; they show, on the other hand, that for each 100 cars registered and insured there has been since 1927 an increase of very nearly 33 percent in the number of claims presented to the insurance carriers for settlement.

#### Constitution Indemnity Plan

The refinancing plan for the Constitution Indemnity was approved at a meeting a few days ago. The par value of the stock will be reduced from \$10 to \$5. Owing to this action \$625,000 will be released and transferred to surplus. Then 125,000 shares at \$5 par value will be sold to stockholders at \$12.50 per share.

The Belt Casualty of Chicago and the Union of Indiana have been admitted to Texas.

## May Recover Difference in Value After Collision

When a new automobile is so seriously damaged in a collision that the repair or replacement of the damaged parts will not restore it to its condition as a new car, the insured under a collision policy may recover as his loss the difference in value between the car before the collision and after. This is the decision of the Oregon supreme court in the case of Rossier vs. Union Automobile. The collision policy had the usual provision that the company's liability for loss should be limited to the "actual cost of replacement of the property damaged or destroyed." The company claimed the right to replace the damaged parts with new ones. An automobile expert testified that such replacement would not restore the original value of the car, and the court ruled that in those circumstances the limitation clause would not limit the loss to the cost of the replacement.

## Non-ownership Automobile Public Liability Lines

Non-ownership automobile public liability insurance offers the live agent a real opportunity for "creative selling"—for additional premiums. But the manual supplies only the rules. It does not contain the things that an agent needs to know to sell this cover successfully. For such information he should consult the "Fire, Casualty & Surety Bulletins," which contain the most complete treatment of this subject now available. Here is found the longest available list of court decisions with convincing interpretations; complete discussion of how the insurance may be provided, especially of vital points unknown to most agents; a form of brief (which has been used successfully) upon which presentation of a non-ownership proposition in writing may be based.

The "Fire, Casualty & Surety Bulletins" cover other subjects in a similarly effective way—a strictly high-class monthly business building information service supplemented by about 500 pages of past issues. Write The National Underwriter Company, 420 East Fourth street, Cincinnati, for full particulars.

## P. J. Berry Has Joined the Lloyds Casualty Fleet

Peter J. Berry, vice-president and superintendent of agents of the General Casualty & Surety of Detroit, has gone to the Lloyds Casualty, Federal Surety and Cosmopolitan Fire, joining their executive staff. He has had 14 years' experience, starting as a clerk in the home office of the Travelers and later being connected with the Ocean Accident and Hartford Accident as a field man. For five years he was New York state manager of the Hartford Accident outside the metropolitan district, having his headquarters in Albany. He became superintendent of agents and later vice-president of the General Casualty & Surety.

#### Check on Cab Coverage

LOUISVILLE, Oct. 15.—Louisville police have been instructed to arrest all cab owners found operating taxicabs on the streets of Louisville, without carrying the legal insurance protection of \$5,000 liability and \$1,000 property damage, as provided by state law, and local ordinance.

Recently a negro owned taxi crashed with a privately owned car. Investigation showed that the negro had let his insurance lapse. Further investigation showed that there were nearly 20 uninsured cabs operating in Louisville.

## Associated Industries of Missouri Raps State Fund

### TAKES MILITANT POSITION

#### Issues Bulletin Declaring Compensation Monopoly Would Set Dangerous Precedent for Other Enterprises

Insurance interests in Missouri are gratified at the militant position which the Associated Industries of Missouri has taken in opposition to the proposition to create in Missouri a compulsory state compensation insurance fund. The Associated Industries has prepared a bulletin condemning the proposition, which comes to a vote in the November election.

Establishment of a state insurance monopoly for compensation would, the association points out, lead to proposals that the state create a monopoly in life and fire insurance, the operation of its railroads and public utilities, banks and trust companies, the manufacture and distribution of all commodities used in all institutions under state control, and other similar lines of business.

#### Insurance Monopoly

The proposition, if approved, would, according to the association, "vest in a commission of three political appointees, entire responsibility for the management of an insurance monopoly, under the name 'Missouri Compensation Fund' and would entrust to them millions of dollars of insurance premiums every year, giving the commission complete authority to administer the fund with no liability on the part of the state to compensate for deficits or losses resulting from mismanagement."

"It would bar all privately operated insurance companies—stock, mutual or reciprocal—from writing compensation insurance in Missouri and would take away wholly or in part the livelihood of thousands of Missouri citizens now engaged in the insurance business in every community in the state."

#### Funds Placed in Jeopardy

The association further declares that the principles of the proposition are abhorrent to our form of government. Moreover, because the commission would have no responsibility to compensate for deficits or losses created through mismanagement of the funds, the safety of an immense fund of premiums paid for workmen's compensation insurance would be placed in jeopardy. Moreover the proposals are untried and they would prohibit the operation of an extensive and legitimate private business, the bulletin declares.

#### Political Control Unwise

Insurance being a highly specialized industry, calling for technical knowledge and administrative ability, its operation could not be entrusted to government representatives chosen on a political basis.

The association further points out that the proposition would tend to increase taxes because it would deprive the state and all its political subdivisions of the right to carry their own insurance, and instead would require payment of premiums into the state fund, "all of which must come from the tax dollar."

The Kansas City chamber of commerce insurance committee Monday recommended to the board of directors of that body that it go on record in opposition to Proposition No. 4 at the November election. The Life Underwriters Association of Kansas City also adopted strong resolutions opposing the proposed amendment and urging members to vote against it. It was pointed out that while the proposal is not directly concerned with life insurance, the possibility of the state entering the life insurance business can be seen from the fact that two other states do have government life insurance.

## Actuaries' Figures Vary in Ontario Rate Inquiry

### RYAN'S LOSSES HYPOTHETICAL

#### Canadian Automobile Underwriters Association's Actuary Shows 25 Percent Deficiency in Provision Loss

TORONTO, Oct. 8.—In the Ontario automobile rate inquiry here last week before Commissioner Hodgins, a variation was disclosed in the losses shown by the reports of Harwood E. Ryan, New York actuary, and C. H. Fredrickson, actuary for the Canadian Automobile Underwriters Association. According to Mr. Ryan's report, provision for losses in rates for the years 1927-1929 was \$1,913,763, while the actual losses reported to the inquiry commission amounted to \$1,843,363, on private passenger cars for public liability coverage. Mr. Fredrickson's report stated that "the aggregate for the three years combined shows a private passenger loss ratio of 56.2 percent, commercial loss ratio of 78.6 percent, and fleet loss ratio of 88 percent. The total loss ratio for the three years, 1927-1929, not including garages and public vehicles, being 62.7 percent. The deficiency in provision loss was \$1,538,567, or 25.3 percent."

#### Figures Hypothetical

In examining Mr. Ryan, V. Evan Gray contended that the figures showing provision for loss in Mr. Ryan's report were hypothetical, which Mr. Ryan admitted. On inquiry by the commissioner as to whether the actual provision was less, Mr. Gray stated they were very much less. Commissioner Hodgins said he would accept the figures given by Mr. Ryan's report, unless Mr. Gray, counsel for the Canadian Automobile Underwriters Association, could furnish others showing wherein those in the report erred or were inapplicable. On Mr. Gray arguing that an opportunity should be given to clear up misunderstandings, through incorrect newspaper reports, the commissioner stated he would not permit discussions as to the accuracy of newspaper reports, but would permit any questions suggested by them.

#### Profits Not Large

Mr. Gray at the conclusion asked Mr. Ryan if all divisions of rates showed a large margin of profits in the last three years' period, to which Mr. Ryan responded no. Further questioning as to the basis of material used in the report for the three year period property damage rates at 19 percent in excess, and collision rates 12 percent higher, brought forth a negative answer.

#### Big 1931 Convention

HARTFORD, CONN., Oct. 15.—Representatives of the Aetna Casualty & Surety throughout the country have been advised that the company will hold its next annual convention in its home city during August, 1931, when the opening of the handsome and commodious home office building will be celebrated. While the company has had other notable conventions in the past, it is confidently anticipated that to be held next year will exceed both in interest and attendance any previously held. To qualify as a delegate to the gathering, a production campaign, inaugurated Oct. 1, will continue until May 31, next.

#### Southern Surety Moves

The Southern Surety of New York began moving the staff and records of its former executive office in St. Louis to New York Friday night. One department at a time will be moved and thus the entire home office staff will be gradually located in New York.

Order your 1931 calendars now. See page 8.



## Welton Finds Surety Not a Difficult Line to Write

NEEDS ONLY COMMON SENSE

Company Executive Gives Informative Talk at Wichita Meeting of Kansas Agents

Selling surety business depends on three things, Spencer Welton, vice-president of the Massachusetts Bonding said in his address before the Kansas Association of Insurance Agents at Wichita. First, the agent must definitely want to sell surety, second, he must find his prospects and third, stay with them.

Mr. Welton said large per capita production is as easy in small towns as in large ones and he can produce the proof. Systematic continuous effort to develop the line has met with pronounced success in the past and always will, he said. Mr. Welton cites an instance of agents in towns of 500 to 1,000 population who produce \$500 to \$5,000 in good surety premiums in one year for one company.

### Technicalities Overemphasized

"A long time ago somebody started a legend that the surety business was so highly technical and so greatly involved that only a few people could hope to grasp it," Mr. Welton said. "Candor compels the statement that a good many underwriters have since then done their best to perpetuate the fiction."

"The real fact is that in the main success in surety underwriting is like success in any other field of endeavor—a matter of applying hard common sense to the solution of the problem before you. Any agent who is properly qualified to be in business, who is willing to do the kind of honest earnest systematic work that has built every permanent thing the world has seen, can succeed as a surety agent."

Mr. Welton suggests that every producer of bond business ask himself the question whether if he were going to risk his own money on a proposition he would accept the risk or turn it down. He said, nine times out of ten an honest answer to this question will permit the agent to do his own underwriting right on the ground.

### Distance Destroys Illusions

Mr. Welton emphasized that home office underwriters desire to write all the good business agents can give them, but the facts and figures written down by the agent in his enthusiastic conviction that an offering is a good one do not look so good when considered by a dispassionate underwriter 500 to 1,000 miles away.

He said the home office underwriter wants to know beyond all reasonable doubt that the applicant is honest, that he leads a normal well balanced life, that he is not guilty of extravagance such as living beyond his means, that he does not habitually gamble or drink to excess, etc. The nature of the duties of the man to be bonded and the matter of supervising and checking his work are important items in straight fidelity business. It is necessary to be more precise in considering fiduciary business, Mr. Welton said, and so not only general information but also specific data as to character of assets, of estates, list of liabilities, copy of wills, etc., should be produced.

### Highly Profitable Business

Public official business is simple to underwrite and is highly profitable. Mr. Welton mentioned a public official bond with premium of \$6,275 a year for four years secured by an agent in a town of 10,000 population. The depository bond line is one of the most hazardous at this time and most surety companies decline to give any agent authority to accept it. It is written sparingly.

Judicial business is profitable both for company and agent because once writ-

# Auto Liability in Excess Amounts Now Customary

NEW YORK, Oct. 15.—A practical reminder of the great increase in the size of automobile liability insurance coverages in recent years is afforded through the issuance by the Excess of a series of rate tables making easy the computation of premiums for excess lines upon the various divisions of the business. Some years ago when the customary automobile liability policy was for \$5,000-\$10,000 limits, reinsurance by primary companies was practically negligible. As motoring gained in popularity; highways became more congested and injuries to persons more frequent, the need for insuring for larger amounts was impressed upon the automobilist particularly in view of the wide currency given in the press to accidents and to the ever increasing amount of verdicts awarded in damage actions as a result.

### See the Advertising Value

Agents, alert to the advertising value of such happenings, used display placards in their office windows, thereby still further calling the attention of automobile owners to the folly of driving unless protected by sufficient indemnity. In late years the motor public has become insurance minded, as witness the adoption of financial responsibility laws in a number of states, and the strong probability that the majority, if not all of the other commonwealths, will enact similar legislation within the near future. While measures of this character have not served to reduce the number or seriousness of automobile accidents,

they have fixed financial responsibility therefor upon the party at fault and have proven a powerful stimulant to the demand for greater liability coverage.

### Calls for Higher Limits

As a consequence, calls for indemnity under automobile liability policies up to \$100,000 each are now of such common occurrence as no longer to excite comment in company offices. Not infrequently requests are made for limits up to \$250,000 or even more. As the insurance companies gained in financial size their net retention on automobile liability lines advanced from the earlier figures of \$5,000-\$10,000 to \$25,000-\$50,000; reinsurance being sought only beyond the latter figures.

### Reinsurance Carrying Capacity

The carrying capacity of the reinsurers too is far greater now than it was years ago, when anything in excess of \$50,000 was looked upon askance by a treaty office and the line had to be shopped about industriously in order to be fully covered.

Yet another factor that has induced the carrying of large policies by motorists is the reduction in rates that have taken place. These are now of such modest proportions over and beyond the customary limits, as to appeal to the judgment of the average car owner, anxious to avoid the danger of a damage verdict being lodged against him that might cripple him financially long into the future.

## Dodge Urges Agents to Be Independent

Albert Dodge of Buffalo, N. Y., one of the clearest and most discerning thinkers in the agency ranks, in a talk at the Dallas convention of the National Association of Insurance Agents, said that local agents should know more about their own business and should be able to handle the interests of clients far more intelligently than is the case in many instances today. He said that there are plenty of avenues that an agent can follow where he can get information and practical knowledge as to how to handle insurance successfully.

### Rely Too Much on Company Help

The trouble today is, in Mr. Dodge's opinion, too much dependence on service of branch offices or company specialists to do the work that the agent should perform himself. Local agents, he declared, are too prone to drift along and are afraid to get down and study insurance as they should. Mr. Dodge said that they should be independent of service from branch offices for the most part. A local agent should establish himself individually, more firmly in the mind of his customers. If he leans on someone

else he will find that eventually he is being sustained by a broken reed. His independence will be gone. The company will declare that it has done much to produce and handle the business for him and, therefore, the business at least partly belongs to it. That is a dangerous position in which an agent can place himself.

### Should Handle His Own Accounts

He said that the New York State Service Association for financing automobile insurance accounts was started to counteract the private financing service of companies. He said it is always dangerous for an agent to allow any of his companies to finance his business. The local agent, he said, should be independent of his companies in this regard.

Mr. Dodge when he writes or says anything attracts attention. Today he is a successful local agent. He has built his business on his own initiative. He knows how to handle the business of his customers and what he says should be carefully heeded by agents everywhere. He is past president of the New York Association.

## Work Cure for Ills of Today

(CONTINUED FROM PAGE 22)

should receive your most careful consideration.

A. E. Smoll, Wichita, reported for the nominating committee, and Glenn Charlton, Lawrence, presented the resolutions.

Frank T. Priest, Wichita, on behalf of the Kansas agents presented to Clyde B. Smith an automatic clock. President Foote received a desk set, Secretary Patton a pen and pencil and Holmes Meade, Topeka, was given a desk set as a token of the esteem in which these men are held by the Kansas agents.

Tuesday noon there was a luncheon

## Accident Managers Discuss Bureau Manual, Cancellation

PURPLE REVIEWS CHANGES

General Sentiment of Chicago Club Favorable to Retention of Standard Provision No. 16

Two questions of great interest to all accident and health men, the effect of the new bureau manual and the desirability of retaining standard provision No. 16, the cancellation provision, in commercial policies, were discussed at a round table session of the Accident & Health Managers Club of Chicago, Monday.

Hugh Purple of the Travelers, who had charge of the discussion of the first topic, explained the changes that have been made in the manual, stating that three factors necessarily enter into any such classification of risks. First comes the occupational hazard proper. It is evident that a miner or a brakeman would be more liable to accidental injury than a man engaged in office duties.

### Special Hazards of Occupation

In the second place, it is necessary to consider the special hazards peculiar to some occupations. A dentist or a barber who sustains an injury to his hand would of course be disabled from carrying on his work longer than would a man in another occupation. The third factor is the moral hazard.

Mr. Purple in response to a question expressed the opinion that the general effect of the manual had been favorable, so far as the agency force is concerned. The question was raised in regard to change by which real estate men are now put in Class C. Mr. Purple defended this classification, pointing out that the real estate business is one which is always subject to seasons of depression and that particularly at a time like the present the moral hazard on this class of risks is very high.

### Would Retain Cancellation Right

In the discussion of standard provision 16, which was in charge of D. W. McFall of the Continental Casualty, there was a virtual unanimity of opinion that this provision, which allows a company to cancel out on any risk if it desires, should be retained in all commercial policies. Some specific cases were cited in which the provision had been decidedly to the benefit of the insuring company. It was shown, however, that the cases where a company takes advantage of this provision are very few in number. The experience of one company, which issues policies both with and without the cancellation clause, was cited as showing that the experience on the two forms was just about the same. Some reference was made to the fact that agents of companies issuing policies without this clause sometimes make unfair use of that point but there was no extended discussion on that angle.

given by the Central Kansas Field Men's Club to field men and company executives in attendance. P. L. Lake, president, introduced James M. Harris, who presided at the luncheon. Short talks were made by Clarence Cobb, Denver; W. P. Robertson, Chicago; Ray B. Duboc, Fort Scott, and Clyde B. Smith, Lansing, Mich., W. P. Robertson, assistant manager North America at Chicago, arrived on the scene Tuesday morning. He attended the Dallas meeting last week and went to San Antonio from Dallas. On the way up to Wichita he was delayed by severe rains.

Frank Priest, Wichita, was continually on the job during the convention, looking after the needs of those in attendance.

Write *The National Underwriter*, Cincinnati, for "The Value of Knowing," a free booklet on property insurance.

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## CHANGES IN CASUALTY FIELD

### Adds to New England Staff

**Merchants-Guardian Group Announces  
Several New Appointments for  
Branch Office in Boston**

BOSTON, Oct. 15.—Vice-president George M. Williamson of the Merchants-Guardian group announces a number of important additions to the New England staff.

Harry C. Isaac, a well known New England surety man, formerly with the National Surety and Metropolitan Casualty, becomes manager of the fidelity and surety department at the Boston office.

Arthur Goode has been transferred from the home office at Buffalo to Boston as inspector and special agent in the compensation and liability department. Mr. Goode has been some time with the company and has traveled the New England field.

George J. Walter, formerly with the Travelers branch office at Buffalo, has been appointed assistant manager of the underwriting department in charge of compensation and allied lines.

Howard C. Eteson of Medford, Mass., a graduate of the Wharton School of the University of Pennsylvania and formerly with the United States Fire, is made accountant and payroll auditor.

The Merchants-Guardian group has also negotiated with the Metropolitan Securities Corporation of Cleveland to provide finance facilities for its agents. The corporation, managed by the same groups as the Merchants-Guardian, has opened a New England branch office at 18 Oliver street. Norman Travis, formerly manager of the Hartford branch of the Metropolitan Securities, has been appointed New England manager with headquarters at the Boston office. Mr. Travis will be succeeded in Hartford by Earl Wagenbaur, recently at the Concord office of the New Hampshire Mutual Liability, one of the Merchants-Guardian group.

### Nordyke Made Assistant

Karl L. Nordyke, a field assistant in the Richmond, Va., branch office of the Travelers since February of last year, has been promoted assistant manager in that office. C. F. MacNeil is manager. A native of Louisiana, Mr. Nordyke has always been engaged in business in the south with the exception of a period of service as a field assistant for the Travelers in its Cincinnati office. He became connected with the company in April, 1926, and after the completion of the home office training school course was assigned as a field assistant to New Orleans.

### To Have Michigan Field Man

R. E. Stevens of New York, general agent for the Car & General, spent several days in Michigan during which he selected a field man to represent his company in Michigan. While in Detroit he conferred with Arthur N. McDougall, representing the Royal Exchange, the parent company.

### Taylor with Eureka Casualty

F. R. Taylor has been appointed superintendent of the automobile department of the home office of the Eureka Casualty of Los Angeles, President H. W. Reynolds announces. Mr. Taylor was formerly resident vice-president of the American Automobile in San Francisco but has been out of the insurance business for the past three years.

### Dowell Gets Federal on Coast

B. L. Dowell, well known casualty executive of Los Angeles, has been elected vice-president of the Federal Surety of Davenport, Ia., in charge of its business in eight Pacific Coast states and Hawaii.

Headquarters will be maintained at Los Angeles in conjunction with the Pacific department of Lloyds Casualty, of which Mr. Dowell is also vice-president. Before taking that post he was vice-president and general manager of the Eureka Casualty of Los Angeles.

### Greene & Abrahams Appointed

The Great American Indemnity has appointed the Greene & Abrahams Company general agents at Baltimore in addition to the general agency of John G. Rolker. The Greene & Abrahams office is widely known throughout Maryland, having been established for a number of years.

### Leist Assistant Manager

The Standard Accident has appointed F. B. Leist assistant manager of the Detroit branch office. J. S. Richardson is manager.

Mr. Leist, a graduate of the University of Indiana, has had six years' experience with the Standard organization, serving as special agent at Detroit, Grand Rapids and Syracuse.

### U. S. F. & G. Names New Specials

Appointments just announced by the United States Fidelity & Guaranty are those of A. S. Brandt as accident and health special agent at Birmingham, Ala.; E. W. Martin, all-line special agent at Harrisburg, Pa., and John Nolan, resident special agent at Albany, N. Y.

### Rusho Handles Wyoming Field

Joseph Rusho, recently appointed special agent, will look after the Wyoming territory for the United States Fidelity & Guaranty formerly handled by J. Massey Johnson, who will confine his work to Colorado.

### George Lorree Resigns

George Lorree, who has been special agent for the Indemnity of North America in Michigan covering the whole state except Wayne county, for some time, has resigned.

### Get Richmond General Agency

Brooks & Richardson of Richmond, Va., have been appointed general agents of the Great American Indemnity.

## Work men's Compensation

### Construction Industry First

**Had 17.8 Per Cent of Compensation Cases and 21.8 Per Cent of Indemnity Paid in Wisconsin in 1929**

MADISON, WIS., Oct. 15.—The Wisconsin industrial commission reports that out of 22,630 compensation cases settled in 1929, the construction industries had 17.8 percent of all cases, and 21.8 percent of all indemnity costs. Total indemnity paid on the 22,630 cases amounted to \$4,308,571.

The metal products industries had 22.9 percent of all injuries, with 5,171 compensation cases for the year. Indemnity paid was \$768,690, or 17.8 percent of all indemnity paid. The indemnity costs for the construction industries amounted to \$940,655 for the same period.

Lumber and lumber products had 2,974 compensation cases in 1929, with \$466,186 paid in indemnity. Public utilities and transportation industries had 8.8 percent of all compensation cases, with 11.7 percent of the indemnity, which amounted to \$504,490.

In its report on compensation cases



settled in 1929, the commission pointed out that the loss of a 300-working-day year by 11,446 employees is representative of the aggregate severity of compensable injuries for the year.

### Give Rating Qualifications

#### United States Casualty Issues Table for Use in Workmen's Compensation Risk Not Rated

For the information of its agents who may encounter workmen's compensation risks which have not been schedule rated or experience rated, the United States Casualty has issued a table setting forth the rating qualifications in each of the employers' liability and workmen's compensation states:

State	Experience Rating Qualifications	Sched. Rating Qualifications
	Minimum and Maximum period in Yrs.	Minimum Premium Figured at Manual Rates
Ala. ...	1 to 5 years	\$ 600
Ark. ...	1 to 5 years	600
Cal. ...	1 to 5 years	1,000
Colo. ...	1 to 5 years	600
Conn. ...	1 to 5 years	600
Del. ...	2 to 5 years	1,000
Fla. ...	1 to 5 years	600
Ga. ...	1 to 5 years	600
Idaho ...	1 to 5 years	600
Ill. ...	1 to 5 years	600
Ind. ...	1 to 5 years	600
Iowa ...	1 to 5 years	600
Kan. ...	1 to 5 years	600
Ky. ...	1 to 5 years	600
La. ...	1 to 5 years	600
Maine ...	1 to 5 years	600
Md. ...	1 to 5 years	600
Mass. ...	1 to 5 years	600
Mich. ...	1 to 5 years	600
Minn. ...	1 to 5 years	600
Miss. ...	1 to 5 years	600
Mo. ...	1 to 5 years	600
Mont. ...	1 to 5 years	600
Neb. ...	1 to 5 years	600
N. H. ...	1 to 5 years	600
N. J. ...	1 to 5 years	1,000
N. Mex. ...	1 to 5 years	600
N. Y. ...	1 to 4 years	1,800
N. C. ...	1 to 4 years	300
Okla. ...	1 to 5 years	600
Penna. ...	2 to 5 years	1,000
R. I. ...	1 to 5 years	600
S. C. ...	1 to 5 years	600
S. D. ...	1 to 5 years	600
Tenn. ...	1 to 5 years	600
Texas ...	1 to 4 years	600
Utah ...	1 to 5 years	600
Vt. ...	1 to 5 years	600
Va. ...	1 to 5 years	600

\*For minimum of two years.  
†For two years.

### Read Wants Rates Fixed by Industrial Commission

OKLAHOMA CITY, Oct. 15.—Sounding a new note in the matter of fixing compensation insurance rates, Commissioner Jess G. Read has stated that this should be regulated by the state industrial commission, which makes the awards in workmen's compensation, and not by the state insurance board. The present system, Mr. Read said, involves a constant tussle between the two departments of state in compensation matters. The insurance board naturally wants to keep rates as low as possible while the industrial commission centers attention upon giving the best possible awards for injuries.

#### Rate Determined by Awards

The rate is largely determined by the awards and the state law indicates that the compensation rate should be reasonable and adequate. The commissioner contends that the same department that makes the awards should pass on the adequacy and reasonableness of the rates. He plans to take up the matter with Judge Doyle, chairman of the industrial commission, to ascertain his views.

It would be an easy matter for the legislature to transfer the making of compensation rates to the industrial commission, as this authority was originally vested in the insurance board by

that body, and is not a constitutional provision, Mr. Read explained.

### Wisconsin Increase Approved

MILWAUKEE, Oct. 15.—The adjusted schedule of rates on Wisconsin industrial hazards presented by the Wisconsin Compensation Rating & Inspection Bureau has been approved on the basis given by the bureau. The bureau had announced an average increase in rate level of 6.1 per cent. Of this amount, 3.7 per cent is derived from experience of the 1926-1928 rating period. In addition, a factor of 1.023 was introduced as a contingency factor

resulting from the unfavorable experience developed through from 1928 to the present date.

### Broaden New York Rules

The New York compensation inspection rating board has made the following ruling, approved by the superintendent of insurance, to allow separate risks covered under one policy:

"The rulings of former industrial commissioners requiring each entity to be written under a separate compensation policy have been modified so as to permit two or more entities to be written under a single compensation policy

wherever the rating board has authorized a combination of experience of such entities for rating purposes, subject to the proviso that the policy must specifically mention by name the corporate entities to be included thereunder. The manual rule giving effect to the foregoing modified ruling reads as follows:

"Where the experience of two or more entities is combined for rating purposes as provided by Rule 32 (b) of the New York experience rating plan, it shall be permissible to include the names of all such entities as the insurable interest under a single compensation policy. In such event, the policy must spe-

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If a cancellation notice to a policyholder is mailed Monday afternoon, when will the cancellation go into effect? How is the five-day period figured?

Page 107

Does the five-day period of grace on cancellations apply if the policy is surrendered promptly on receipt of notice?

Page 108

Must a cancellation notice be accompanied with a tender of the unearned premium?

Page 104

What is the largest number of persons that can cause a fire as an act of rioting without avoiding the policy?

Page 56

What is a hostile fire?

Page 36

Do you know the distinction between "unoccupied" and "empty" houses?

Page 83

Is the policy in force while workmen are making repairs? Under what conditions?

Page 76

When an agent exceeds his authority in waiving forfeitures, may the Company be bound by his actions?

Page 96

Did you answer them all correctly?

Don't be too sure! Send for—

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lines for you. Are  
you getting it?

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President



cifically mention by name the corporate entities to be included thereunder."

#### May Modify Award

TOPEKA, KAN., Oct. 15.—While a Kansas court has the right to examine only the record made before the commissioner in claims involving workmen's compensation, the court has the right to modify the award as ordered by the commissioner. This was the decision of the Kansas supreme court in approving the ruling of the Wyandotte county district court in the suit of Andrew Grendoc vs. Kaw Steel Construction Company and Hartford Accident.

#### Would Protect State Employees

AUSTIN, TEX., Oct. 15.—A concerted drive will be started in the next Texas legislature for a law requiring workmen's compensation insurance for all state employees, by Representative Petsch of Gillespie county.

Under the present system, all state employees who suffer injury and incapacitation while performing their duties have neither compensation nor redress in courts for their injuries.

#### Protest Interior Decorator Rate

OKLAHOMA CITY, Oct. 15.—Protest has been filed with the state insurance board against the provision in the workmen's compensation manual placing interior decorating and trim workers, in connection with general contracting, in the same class with carpenter work. The protest, filed by the Associated General Contractors of Oklahoma, maintains that interior decorating and trim work are less hazardous than carpenter work and should take a lower rate. The theory of insurance companies has been that the two types of work are closely associated and about

equally hazardous, according to A. L. Roark, board secretary. Hearing has been set for today. Approximate rates for interior decorators are about \$2 per \$100 and for carpenters, about \$6.

#### Sun Stroke Compensable

TOPEKA, KAN., Oct. 15.—G. Clay Baker, Kansas commissioner of compensation has announced a ruling that a sunstroke or heat stroke may be compensable under the workmen's compensation law of this state. Following the extreme heat of the past summer the department has received many inquiries as to whether or not sunstroke or heat stroke could be made compensable and thus classed with industrial accidents.

#### Would Change Autopsy Rule

Modification of a rule of the Michigan compensation board by which evidence growing out of an autopsy is excluded unless both parties have had 24 hours' notice of the autopsy is recommended by the Michigan supreme court in the case of Effie Coatta vs. Antrim Iron Company. The court upholds the award in the case, against the widow of George B. Coatta, but remarks that the rule is too broad.

#### Ruling on Building Workmen

Revision of compensation rates for workmen on building construction can not be made effective prior to the dates upon which the contractors submitted their bids. The decision was made on the complaint of the Slattery-Daino Company, which company made a bid for subway construction work, increasing the compensation rate 30 percent. The New York insurance department held that the rates which were originally retroactive to June 30, 1930, should be effective July 31, 1930, instead.

### WITH BURGLARY UNDERWRITERS

#### A. B. A. Banks Suffered Least

Non-Members, Less in Number, Have Nearly as Many Robberies as All in Association

NEW YORK, Oct. 15.—While there are but two non-member banks of the American Bankers Association for every five on its roll, the non-member institutions suffered 17 burglaries and 188 holdup robberies in the past year, or nearly as many as those reported by the entire association membership. In Indiana, according to the report of the protective committee of the A. B. A., of the 26 holdup attacks, only six were against association members, while in Minnesota but five member institutions were subjected to raids, out of the total of 26.

To prevent bank robberies, the committee urges discontinuance of the practice of carrying an excessive amount of cash or securities unguarded and within easy reach of bandits; equipment of premises with approved alarm systems, tear gas, and the adoption of other safety precautions. Within the fiscal year ended Aug. 31, 1930, agents of the association caused the arrest of 218 of the 416 bank criminals apprehended. Of these, 226 have already been convicted, in addition to 57 arrested in the previous year.

#### Fireman's Fund Indemnity Licensed

The Fireman's Fund Indemnity has been licensed to operate in California, writing fidelity and surety, accident and health, plate glass, liability, workmen's compensation, common carrier liability, boiler and machinery, burglary, sprinkler, team and vehicle, automobile, aircraft, credit and miscellaneous lines.

Order your 1931 calendars now. See page 8.

#### Seek Illinois State Police

Epidemic of Small Town Bank Robberies Starts Agitation for Highway Patrol

Insurance men are interested in the renewed agitation in Illinois for the creation of a state road patrol, primarily for the purpose of halting bank robberies in country communities. Heretofore establishment of a state police system in Illinois has been blocked by organized labor, which feared that highway police would be used primarily for strike breaking.

M. A. Graettinger, secretary of the Illinois Bankers Association, is leading the agitation in behalf of the state highway patrol. In addition to state police, he recommends the creation of a centralized bureau of identification for the aid of country sheriffs and for their training in the latest police methods.

Mr. Graettinger produces figures to show there has been a growing epidemic of small town bank robberies. He attributes this to carelessness on the part of bank officers and apathy of the public toward bank holdups.

#### Loss of \$150,000

So far this year, according to records of the Bankers Association, there have been 50 bank robberies with a loss of \$150,000. This is the largest loss since 1925 when a special campaign against robberies was instituted.

Most of the robberies are in towns whose populations average less than 1,000. The association records show that most of the robberies are not successful, more than half of the criminals being ultimately apprehended. During 1928, 72 percent of the robbers were caught and in 1929 the number was 70 percent. During the first six months of this year more than 50 percent of the robbers were either killed in their attempts or sent to jail and a number of



the remainder are known and are sought with the expectation that they will soon be caught.

### Court Rejects Two Reasons for Denial of Liability

The New York Indemnity was loser in the court of appeals of New York in a burglary case involving two interesting points. Liability was denied by the company on the ground that the size of the hole in the ceiling of the assured's place of business was not large enough to permit burglars to enter the premises and remove the amount of merchandise claimed to have been stolen. Furthermore, the New York Indemnity claims that the books and accounts of the assured were not kept in such shape that the company could accurately determine the amount of the loss. Abraham Seidel was the assured. The appellate division, first department, affirmed a judgment for \$11,200.

### Bank Bandits in Penitentiary

LINCOLN, NEB., Oct. 15.—State Sheriff Condit says insurance companies should be grateful over the incarceration in the Nebraska penitentiary of John S. Giles and Joseph B. Fisher, to serve 40 years each for robbing the First National Bank of Genoa. They secured \$16,000 from the bank, and their confession showed the theft of 25 cars and the commission of 18 holdups, several of them North Dakota banks, as well as an admission of being implicated in the killing of a night watchman at a Ray, N. D., bank.

### Casualty Company Notes

The Allied Mutuals Liability of New York is retiring from Illinois. California has licensed the Canadian Indemnity of Winnipeg. Harris & Spear, United States managers, will act as general agents.

## CASUALTY ASSOCIATION NEWS

### Davis Head of Indiana Club

Golf Tournament Held in Connection With Organization's Annual Meeting at Indianapolis

The Indiana Casualty & Surety Field Club this week installed its new officers. F. P. Davis, Travelers is president; Hal C. Myers, Standard Accident, vice-president; F. B. Crowley, National Bureau of Casualty & Surety Underwriters, secretary; Kyle E. Simpson, London Guarantee & Accident, treasurer. The golf tournament took place at Indianapolis last Friday. Van Duncan, North America, won first prize; H. E. Schornstein, New Amsterdam Casualty, second; J. L. Hawkins, National Surety, third; F. P. Davis, Travelers, and William Davies, Fidelity & Casualty, tied for fourth; F. B. Crowley, fifth. H. E. Curry, Aetna, had the highest score.

### Burns Addresses Baltimore Club

BALTIMORE, Oct. 15.—F. Highlands Burns, president of the Maryland Casualty, was the speaker yesterday at the first of a series of luncheons of the Casualty & Surety Club of Baltimore. Garner Denmead, New Amsterdam Casualty, is the president of the club and W. A. Connor chairman of the entertainment committee.

### Consider Joint Committee Plan

DETROIT, Oct. 15.—President Jack Callahan of the Casualty & Surety Field Club of Michigan has called a meeting of the executive committee to consider the proposal of George J. Lieber, president of the Michigan Association of Insurance Agents, to appoint a committee of three to represent the association on

a joint central committee of insurance interests in this state that will maintain contact between companies, agents and field men for the benefit of the industry.

### May Form Los Angeles Institute

Indications are that an organization will be formed in southern California similar to the Casualty Insurance Institute of San Francisco, following a visit to southern part of the state by Walter A. Chowen, president of the San Francisco organization and manager of the California Inspection Rating Bureau. Mr. Chowen spoke before more than 70 casualty executives and members of the bureau in Los Angeles last week and reports a keen interest in the progress of the San Francisco Institute. "Compensation Insurance and Aviation" was

the subject of an address given by Mr. Chowen before the Aviation Insurance Association of San Francisco following his return from Los Angeles.

### Kansas City Club Resumes

KANSAS CITY, MO., Oct. 15.—About 50 attended the opening fall meeting of the Casualty & Surety Underwriters' Association here Friday. Joe McGee of Thomas McGee & Sons briefly outlined the progress of the "Keep the State Out of the Insurance Business" campaign.

Explaining why the Kansas City Safety Council had not endorsed the "safety lane" campaign conducted here last week by the Automobile Club of Missouri, W. J. Welsh pointed out that it appeared evident to members of the council that the project was tinged with commercialism and was not entirely altruistic.

Order your 1931 calendars now. See page 8.

## CASUALTY PERSONALS

Bertram G. Waters, 59, well known Boston insurance broker and one of Harvard's former well known athletes, died of heart disease as he was running for a train.

He played football at Harvard four years, being rated one of the best tackles and guards in Harvard football history, and rowed on the university crew. He graduated from Harvard in 1894 and later from the law school.

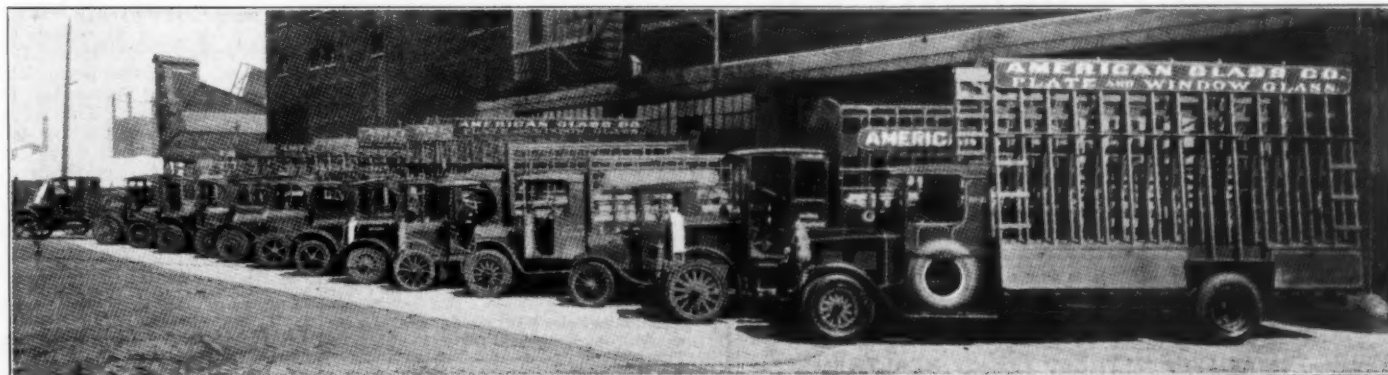
Early in his career he was attorney for and manager of a bonding company but in recent years had been a broker in the office of Kaler, Carney & Liffier.

Ernest Feinhals, for three years director of safety education for the Union Indemnity, has resigned and will leave New Orleans shortly for the east where he will make his home. Prior to his

connection with the Union Indemnity Mr. Feinhals had ten years' experience as a contracting engineer in New Orleans and various other southern cities.

Warner Rice, who is connected with the automobile department of the United States Fidelity & Guaranty at its home office, is a nominee on the Democratic ticket for the Maryland legislature.

Frank E. O'Brien, agency superintendent for the Fidelity & Casualty, has returned to New York after a visit to Minneapolis, Duluth, Milwaukee, Chicago and Pittsburgh. Mr. O'Brien, who assumed his position last March, has been ambitious to get thoroughly acquainted with his field and most of his time has been spent on the road. He



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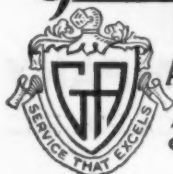
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### General Accident



FIRE AND LIFE  
ASSURANCE CORPORATION, Ltd.

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is expected to visit a number of other cities in the west when he comes to Danville, Ill., to address the Illinois Association of Insurance Agents in November.

President Frank J. O'Neill of the Royal Indemnity and his associates of the executive and supervising staff gave a dinner last week to Franklin Vanderbilt, the vice-president, who has become vice-president and general manager of the Constitution Indemnity. Mr. O'Neill presided at the dinner and outlined Mr. Vanderbilt's career in the Royal Indemnity. He started as a counter man in the local office in April, 1911, later becoming superintendent of the metropolitan department and then advanced to the executive staff. He was presented with a golf bag and a set of clubs.

D. K. Martin, special agent for the Aetna Life with headquarters at San Antonio for several years, has been appointed a member of the Texas state highway commission by Governor Moody. He will continue his insurance connections.

In 1927 and 1928 Mr. Martin led the United States in production for the Aetna. He was second in production in 1929 and his 1930 production may set a new mark.

C. H. Mahan, superintendent of the statistical department of the Federal Surety for nine years, has resigned and joined Lloyds Casualty as comptroller. Lewis Cox has been named successor to Mr. Mahan in the Federal staff, having formerly been assistant superintendent.

Joseph P. Kessler, Pacific Coast manager for the United States Casualty with headquarters at Los Angeles, is on an extended Pacific Coast trip and expects to be away for a month. His itinerary includes Washington and Oregon, with stops in San Francisco and points in northern California.

## Stock Men Now Sail Own Seas

(CONTINUED FROM PAGE 43)

such carrier for that state, subject to the laws thereof.

Amend Article VI, paragraph 6, by the addition of the following:

The method and amount of loading for expense and/or profit shall be determined separately for stock and non-stock carriers. For this purpose, the stock company members of the rates committee shall constitute a committee which shall determine and approve the loading for stock companies and, similarly, the non-stock company members of the rates committee shall constitute a committee which shall determine and approve the loading for non-stock companies.

Amend Article VII, paragraph 1, by the addition of the following:

The method and amount of loading for expense and/or profit shall be determined separately for stock and non-stock carriers. For this purpose, the stock company members of each regional committee shall constitute a committee which shall have final authority over the loading for stock companies and, similarly, the non-stock company members of each regional committee shall constitute a committee which shall have final authority over the loading for non-stock companies.

Amend Article XI, paragraph 5, to read: The charters of local administrative bureaus shall provide for the central inspection of risks for rating purposes only, for the promulgation of rates to inquiring member companies or to the insured upon request and for the filing of all applications with such bureaus.

### Fleet Owners Gather

NEW YORK, Oct. 15.—Owners of commercial vehicle fleets will meet here tonight to consider practical means for reducing the number of street motor accidents, a large percentage of persons killed or injured on the roadways here being charged to commercial vehicle drivers.

## Tentative Plan Now Presented

(CONTINUED FROM PAGE 43)

ent method which follows the three latest years. A profit of 2.5 percent would be added to the loading while the expense loading would be determined on the basis indicated as necessary by the 1929 casualty experience exhibit, the loss expense loading to be included with the losses.

### No Change in Experience Plan

No change in the experience rating plan is proposed at present. As investigations under way may develop a more flexible method schedule rating is to be eliminated for all experience rated risks. Graduated expense and commission loadings would be figured through the addition of a \$10 expense constant to all risks. The employment of a total percentage loading of 40.5 percent in determining manual rates is provided for. It is further proposed to allow a total acquisition cost of 17.5 percent on the first \$5,000 of risk premium, 7.5 percent on the next \$15,000 and 2.5 percent on all risk premium over \$20,000, to use full rates for the first \$5,000 of risk premium rates, discounted 15 percent for the next \$15,000 of risk premium and rates discounted 20 percent for all risk premium in excess of the foregoing \$20,000.

### What the Discount Covers

The discount of 15 percent is made up of 11 percent for reduction in acquisition and 4 percent for reduction in administration, payroll audit and inspection expenses. The discount of 20 percent is made up of 15.5 percent for reduction in acquisition and 4.5 percent for reduction in administration, payroll audit and inspection expenses.

The feeling of the committee responsible for the report is that the resulting rate reduction for risks of \$5,000 and over will be attractive to those risks and therefore will assist materially in correcting the present competitive situation.

### Adequate Expense Allowed

The program in its entirety will give stock companies an adequate expense allowance, a definite profit loading of 2.5 percent and it is hoped an adequate pure premium level. The reduction in acquisition allowances are moderate and over the business as a whole, the present allowance is not appreciably changed. In addition agents and brokers will benefit from the program both in improved ability to hold business now placed with stock companies and in improved opportunity to secure additional volume from other sources.

## G. R. Dette Is Returning to Commonwealth Casualty

Gustave R. Dette of Philadelphia, manager of the Pennsylvania Surety, has resigned to return to the Commonwealth Casualty of that city as assistant to President W. Freeland Kendrick. Mr. Dette is widely known throughout Pennsylvania. He was formerly secretary of the Pennsylvania Insurance Federation and is one of its vice-presidents. He was formerly connected with the Commonwealth Casualty as assistant to the president, resigning two years ago to take charge of the Pennsylvania Surety. At one time he was connected with the A. M. Waldron agency of Philadelphia. He was secretary of the old Western Fire of Pittsburgh. He is a man of fine personality and has a wide circle of friends.

Robert S. Hull, former comptroller Standard Accident, has been added to the staff of the consulting actuarial firm of Woodward, Fondiller & Ryan, New York City.

Order your 1931 calendars now. See page 8.



## ACCIDENT AND HEALTH FIELD

### Kentucky Merger Is Proposed

**Tentative Agreement Made Between Kentucky State Life and American Life & Accident**

The Kentucky State Life and the American Life & Accident, both Kentucky corporations, have agreed tentatively on a merger. Under the tentative agreement Kentucky State Life stockholders will receive for their holdings of \$10 par value approximately the same number of American Life shares of \$2 par value. Objection to the merger was entered by C. P. Thomas, vice-president and director of the Kentucky State Life, on the ground that it means a loss of \$120,000, the organization cost to his company. He has written a letter to stockholders asking them to vote against the merger.

Under the plan Dinwiddie Lampton, president of the American Life, would be president of the merged companies and White L. Moss, president of the Kentucky State, vice-president and manager of agencies. Mr. Moss said the \$120,000 referred to by Mr. Thomas is not loss but money invested in organization and operation of the company. He added that this amount is taken care of by a clause in the contract and that stockholders will suffer no loss. He points out that more than 40 percent of the proxies were turned over to the directors in favor of the merger within three days after letters were mailed to stockholders. He is confident the merger will be approved.

Commissioner Allin of Kentucky has approved the merger and replied to Mr. Thomas that his view of the merger is that the \$120,000 is not a loss to the stockholders. The company has a paid up capital of \$300,000. The American Life was organized in 1910 as an assessment company and reorganized in 1924 as a stock company. It has paid-up capital of \$105,000.

### Provident Life & Accident Shows Handsome Increase

The Provident Life & Accident of Chattanooga shows substantial gains for the three quarters of 1930 over the business for the corresponding period of last year, according to a review presented by President Robert J. Maclellan. For purposes of comparison, it is pointed out that 1929 was a year of exceptional increases and even to have equalled last year's record would have been an achievement in itself.

Foremost among the gains for the nine months is that with regard to new life insurance. The increase amounts to more than \$11,300,000 paid for, approximately 28 percent, making the total life insurance now outstanding more than \$52,000,000. The life department is now in its 13th year.

Accident and health insurance premiums show an increase of 10 percent, growing from \$3,138,901 to \$3,449,698. The total increase in premium income amounts to more than \$468,000, or 12½ percent over the corresponding period of last year.

### Pacific Mutual Transfers E. Harold to Home Office

Edgar Harold, who has been assistant general claim representative of the Pacific Mutual associated with Manager Jens Smith in Chicago, has been transferred to the home office as claims attorney. Mr. Harold has been connected with the Chicago office of the Pacific Mutual since 1919. He started his insurance career in the claim department of the company in Waco, Tex.

Mr. Harold is succeeded in Chicago

by Edward H. Mohan, who has been with the claim department of the company for seven years. For a time he was manager of the claim department of the company in Atlanta and later in St. Louis. Recently he has been traveling, with headquarters in Chicago.

### Time Limit Bars Recovery

APPLETON, WIS., Oct. 15.—A decision in favor of the Preferred Accident was rendered by Judge Edward Voigt of Sheboygan, sitting in circuit court here, in a case brought by Mrs. Mildred Woelz to recover \$5,000 on an accident policy issued to her husband. Under the policy the principal sum was payable if death resulted from an accident, within 180 days after the accident.

The complaint alleged that Mr. Woelz suffered a bodily injury, later developed sarcoma and died within 180 days of its development. It was contended that the accident caused the development of sarcoma, and therefore the company was liable.

Judge Voigt held the accidental injury was the cause of death within the meaning of the policy, but that as he did not die within the 180 days after the accident there could be no recovery.

### Insured Must Be Notified

BIRMINGHAM, ALA., Oct. 15.—If an accident insurance policy has lapsed, the person insured can still collect on the policy in event of injury, provided the insurer has not notified the insured of the lapse, a jury in circuit court here has held.

In a suit against Pacific Mutual Life, the jury awarded L. R. Watson, Paducah, Ky., \$2,300 for an eye injury received in April, 1929, eight months and eight days after it was said his policy had lapsed.

Testimony was introduced that the insured had authorized an agent of the company to collect premiums on his policy from the paymaster of the railroad where he was employed.

### Discuss Claim Questions

An interesting round table discussion, in charge of President A. B. Hvale, was a feature of the October meeting of the Chicago Claim Association, the first of the fall season. Two questions especially discussed were whether a traveling salesman could claim total disability on the ground that he is unable to drive his car, and whether a policyholder confined in a county jail should collect indemnity for an illness wholly within the period of his jail confinement. Considerable diversity of opinion developed in regard to both propositions.

### Russell to Cedar Rapids, Ia.

Murray Russell, for several years associated with the T. G. Russell & Son Insurance Agency in Newton, Ia., has been transferred to Cedar Rapids, Ia., where he becomes head of the health and accident department of the Reed & Gruber Agency of the Missouri State Life.

The Paul Revere has been licensed in Montana to write life, health and accident.

### Richardson Chief Engineer

Thomas B. Richardson has joined the Hartford Steam Boiler as chief engineer of its turbine and engine division. A graduate of Alabama Polytechnic Institute, Mr. Richardson has had extended experience with steam turbines and is very familiar with their development during the past 20 years. He joined the turbine department of the General Electric Company in 1910 and for the past two years has been connected in a managerial capacity with a Florida utility plant.

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## FIDELITY AND SURETY NEWS

### Will Accept Personal Bonds

These Instruments O. K. for Nebraska  
Bank Officers in Lieu of  
Surety Bonds

LINCOLN, NEB., Oct. 15.—Bank Commissioner Woods has sent a circular letter to state bankers stating that the department will accept personal bonds from those bank officers who have not furnished surety bonds as required by law passed at the special session. The law called for bonds from all employees except janitors and stenographers, but it has not been enforced in many instances because bankers protested that surety rates had been increased, and that they could not afford to pay the premiums demanded. The department will accept personal bonds if accompanied by collateral in the form of government, municipal or other securities of satisfactory quality, in excess of the amount fixed in the bond.

Surety men deny that there has been any concerted effort to ask more than the usual fixed rates for this class of bonds. Rates the country over have been increased because of the number of defalcations, and they went up in Nebraska also.

### Wants Securities Covered

LINCOLN, NEB., Oct. 15.—Attorney General Sorenson says he will recommend to the next legislature that insurance be carried on the securities that the state holds in safe keeping which are kept in a vault in the state auditor's office. The total thus held, representing bonds sent in by banks to secure public money on deposit, now exceeds \$6,000,-

000. The auditor's bond is only for \$50,000. Insurance men have offered to furnish bond for \$5,000 a year in premiums, and wait for reimbursement from the legislature next winter. A considerable portion of these bonds are negotiable. The state treasurer has \$14,000,000 in bonds, but all are stamped across their face "Property of the State of Nebraska." Auditor Johnson says no funds are available to pay premiums now.

### Randall Boston Manager

BOSTON, Oct. 15.—The Metropolitan Casualty has appointed William O. Randall manager of the fidelity and surety department in its Boston branch.

Mr. Randall began his insurance career with the Fidelity & Deposit at the home office. He spent six years with that company, principally as assistant manager at Syracuse, N. Y. Joining the Eagle Indemnity, he became manager of the fidelity and surety department of the New York city branch office, resigning that position to become superintendent of the surety department at the home office of the Metropolitan Casualty.

## Casualty Company Activities

### Permanent Receivers Named

Plan to Prepare Majestic Indemnity of  
Newark for Merger With Larger  
Company

Permanent receivers for the Majestic Indemnity of Newark have been appointed by Federal Judge Runyon. The court also allowed the substitution of Jules E. Tepper as receiver in place of W. Howard Demarest, former president of the company. The other receiver is Alexander T. Schenck.

Judge Runyon also restrained officers, directors and employees of the company from exercising any of the privileges of the franchise or interfering with the activities of the receivers.

Counsel for the petitioners said he was confident the stockholders would not lose money because of the receivership. He also stated that it is planned to place the company in condition to make possible a merger with a larger company.

### Georgia Casualty Moves to Public Indemnity Offices

The Georgia Casualty is now quartered in the same home office with the Public Indemnity and the Hudson Casualty, although the merger of the Georgia Casualty with those two companies has not yet been finally completed. The Georgia Casualty this week moved to the seventh floor of the Industrial building in Newark, the headquarters of the Public Indemnity.

### Lumbermen's Mutual Casualty

The Lumbermen's Mutual Casualty now has nearly \$9,500,000 in invested assets, according to a report by President James S. Kemper.

"The company experienced substantial increases both in premium income and assets for the first six months of the current year and we will complete the year with very satisfactory results notwithstanding the general business situation," Mr. Kemper says.

The General Casualty has been licensed in Canada for burglary, accident and liability insurance in addition to the classes for which it was already licensed.

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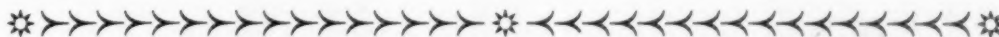
### Insurance Executive

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Our fifty years experience has taught us this. There is a need for liability insurance. There is a comparatively small amount of this form of insurance sold to home owners and many others whose need for it is great.

Whether or not you are associated with the world's pioneer in liability insurance, or with its affiliated companies, The Employers' Fire Insurance Company and the American Employers' Insurance Company, it is your duty as an insurance man to spread the gospel of this form of insurance. If the American Agency system is to endure, it behooves every insurance man to make sure that *his* clients at least are adequately protected.

If you are not a member of The Employers' Group family, you can nevertheless fittingly celebrate the Golden Jubilee of the World's Pioneer in Liability Insurance, by selling more of this form of insurance.

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